

# THE ROTARIAN

Chesley R. Perry, Managing Editor

Vol. VI

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**In the Heart of Atlanta**

# THE ROTARIAN

*Official Organ of the International Association of Rotary Clubs*

## EDITORIAL

### HOPES FOR THE ROTARY OF TOMORROW

*The Anniversary Address of President Emeritus Paul P. Harris, delivered at the U. S. Central Division Conference at Chicago, 22 February, 1915.*

THE hopelessness of the undertaking of accurately painting the picture of the Rotary of tomorrow is made doubly apparent when we open our eyes to the fact that even the Rotary of today has never been defined with exactness.

A man possessing one of the most analytical minds in our organization was recently asked to write an article defining Rotary for publication in a well-known American magazine and he was forced to acknowledge that the task was far and away beyond his power. He went further than that, he expressed the belief that no one else could define Rotary; and it became necessary for me to shame-facedly admit that I agreed with his conclusions. I do not wonder that most Rotarians are content to stop with saying that a Rotary Club is an organization whose membership is limited to one representative of each business and profession.

Until Rotary adopts a permanent and satisfactory explanation of itself, we shall be living in a house without either plan or foundation.

I feel sure that no one is so blameworthy as myself for this paradoxical condition. I permitted myself to be carried along in the tide of the pleasure of doing things and seeing things done in preference to devoting myself to the more prosaic and less alluring occupation of thinking things. I built my superstructure, but lo, where was my foundation?

The time when the foundation should have been laid naturally was during the year of my own first administration, long before the organization attained its present vast proportions. The wonder to me has been how Frank Mulholland, Glenn Mead and Russell Greiner ever have succeeded in keeping up with their work at all.

I believe that there will be an advantage to be gained from a thorough understanding of ourselves, and that it will not be enough to merely find enjoyment and profit in membership.

It is well to know ourselves if only so that we may know wherein we may improve ourselves.

I think that we shall certainly know ourselves in the days that are to come, and the fact that we have not become acquainted with ourselves before now may be partially accounted for by the fact that there have been few who have made a profession of Rotary, and that the few who



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have done so have been so busy with vast volumes of details that they have had little opportunity for introspection.

Where in the history of the world has any other organization grown really great without the inspiration of a definite, carefully developed and worded faith? Rotary still has much in store for itself.

Will it not be possible to turn seeming disadvantage into advantage? Will it not eventually redound to the glory of Rotary if now at the beginning of its second decade it really begins to take cognizance of itself and to construct its philosophical foundation?

Rotarian philosophy need not necessarily be "high-browed." Benjamin Franklin's was not and yet it made for the wisdom and elevation of humanity. His aphorisms to this day stand as among the best guides to correct living.

The Rotary philosophy need not be hysterical; it can be commonplace, common-sensed and real. It will be a great boon if it brings to light and adapts to practical everyday life some of the truths which have existed throughout all time. Truth crushed to earth will rise again, but it sometimes takes an unconscionable time to do so because of the vast amount of debris which so called civilization has heaped upon it.

Mr. big-hearted, everyday Practical Man be not dismayed. It is no part of my plan to try to impose upon you the duty of sequestering yourself from family and friends daily to read books on philosophy. I wouldn't make you much different from what you are even if it were within my power. It would be a sorry job for me to try to make a poor philosopher out of a good business man. The world has too much work that needs doing by busy men. There are, however, many natural born philosophers in Rotary. A fine school of them has already sprung up and more are coming. They can't help philosophizing and wouldn't if they could because they feel that they have been called to serve.

But let us know ourselves, Mr. Busy Man, and let us know what we are trying to do. It won't do you any harm, Mr. Busy Man, to devote a little time to the reading of the good things that are written. It may help your business and your enjoyment of life to do so, and it will encourage the writers, and the wife and children will enjoy them. They will help the home life and do the home folks good.

Rotary owes a great debt to the home folks. I sometimes wonder if we shall ever be able to repay it all. The thought that club life necessarily takes some things from the home life, which are home life's due, should raise every man of us to a new and keener sense of responsibility. Don't let us even in our most optimistic moments ever get the idea into our heads that it would be good business to barter the love of the home folks for the best thing that any club can offer. The love of the home folks is the one real priceless jewel with which men have been blessed.

It is my own observation that little progress can be made in any undertaking without system. The efforts of the Rotarian philosophers must be coördinated. President Mulholland has already taken the first long step in that direction. Mr. Mead's committee have made a splendid start.

Would it be too much to hope for a philosophical convention, or

even an annual philosophical convention, where the men who have shown particular interest in the philosophy of Rotary may get together undisturbed by entertainment and the rush of business which characterize annual conventions and devote themselves to the development of our Rotarian philosophy? I would love to know that there would some day be a great convention of Rotarian philosophers to be held well outside the entertainment zone of some centrally located city. It seems to me that it should last at least a week and that it should immediately precede one of our International Conventions; and that the delegates should be chosen by the various clubs and sent at the expense of the various clubs. It also seems to me that the delegates to the convention of Rotarian Philosophers should at the close of their convention elect three of their members who have rendered distinguished service, to attend the International Convention at the expense of the International Association, and there present in concise form for approval or disapproval the result of their deliberations.

The Rotarian philosophy must ring true. There are no two ways about that. I believe that the trend of Rotarian life is toward higher planes but the planes must never be too high to be genuine. Truth we must have, and if the time comes when we find ourselves sailing in too high an altitude to be safe, then indeed let us get down to earth. Possibly we shall be able to rise again later.

While we are making a frail attempt to read the horoscope of Rotary let us not overlook the fact that we are growing older and that food for boys is not food for men. It is my own belief that Rotary is already realizing the beneficial effects of maturing age. I believe that a glance at the programs of meetings past and meetings present will convince one that we are growing, not in membership alone but also in realization of the fact that it's a bigger thing to be men than it is to be boys.

Is it reasonable to suppose that the tendency will cease? No, we shall continue to grow and our view must be increasingly broader as time goes on. Ours has been very much a business view of things. Perhaps we shall soon be ready to take the life view of things, if for no better reason than the desire for originality. Correspondence schools have been rightfully credited with the origination of much which Rotary has adopted. Is Rotary to be satisfied with the reputation of being either one of two things, either entirely void of philosophy or a plagiarist? No, Rotary desires and may have a richer, rarer, broader philosophy than any yet produced.

Perhaps by oft repeating, even such sterling words as "Service" and such aphorisms as "He Profits Most Who Serves Best" may become trite. This is the age of reason. Men must have opportunity to think for themselves. They will not be satisfied for any great length of time with merely chanting other people's phrases.

I have tried to think of some destination universally desired, some place to which men of all forms of politics and religion would wish to bend their steps. I see but one upon which the minds of all men can agree and that is the goal of human happiness. I want to suggest to you, President Mulholland, the selection of happiness as our objective point.

*(Continued on Page 50.)*

## Fifty Years of Peace and Plenty

By Frank L. Stanton

**F**IFTY years o' Peace and Plenty—  
Play up "Dixie" by the band!  
That's the sort o' "uplift" feeling  
Lifts a fellow clear o' land!  
When he reads the shining record  
Then his glad soul gains the heights  
Where the Sun'll tell him "Howdy,"  
Stars be his electric lights!

Fifty years o' Peace and Plenty—  
That's the Southland song that thrills  
From the soul of new-born cities,—  
Thunder-music of the mills;  
Never any fighting nations  
Matched industrial brigades  
In the Citadels of Cotton,  
Guarded by the Corn's bright blades.

Fruitful fields—plains—hills of Plenty,  
Trade-flags of the South unfurled  
From the skylines of Atlanta  
Wave high welcome to the world.  
Peace, with victories to crown her,  
Still a new world-march begins,  
Hope undying—banners flying  
In the might of work that wins!

"Fifty years of Peace and Plenty,"  
And a greater race to run;  
Lightning leap and sweep—far reaching,  
We'll be couriers of the Sun!  
Till the brave world-builders answer  
Hearty hail and friendly hand,  
With the strength that's in the Manhood  
Of the Life that makes the Land!



# Fifty Years of Peace and Plenty



*View of Atlanta's Skyscrapers*

**T**RY and picture in your imagination the devastated condition today of Liege, Louvain, Malines, Alost and the other Belgian cities along the route to Antwerp, after the Germans had passed through them, and you will have a picture of Atlanta after the Northern army passed through on its famous "March to the Sea"—and then came Peace.

The mind cannot picture nor the imagination grasp with what heartaches and utter hopelessness these early Atlantians, who surely must have been Rotarians, faced the task of rebuilding their devastated city, with the well wishes of none, and no one to say: "God's Speed," but with a heroism beyond even that they had shown on the field of battle, they faced their task, and today we show to you the result of their handiwork—a city not yet complete, and one that exemplifies the best of the spirit of the Old and New South.

We show to you a city of skyscrapers, factories and big mercantile plants—the acknowledged headquarter and distributing point for the entire South, the home for the Cosmopolite—for here men from all sections, of all creeds and nationalities meet and mingle, the only city outside of New York where the Metropolitan Grand Opera appears annually; a city with no open saloons, with no "red light" district, a city of splendid schools, many churches, good parks, and where the majority of her people own their own homes.

Truly Fifty Years of Peace and Plenty have worked miracles.

Here is an atmosphere of Indian days, of war and the limit of

its destruction, of marvelous recovery and amazing growth. Here are health and energy and efficiency, industry and commerce, productiveness and wealth, harmony and power. Nature and man have endowed Atlanta in exactly the right proportion and in ample variety. Here are just enough winter and just enough summer; just enough play and just enough work; just enough history and just enough future. No one feature is over-emphasized to the detriment of any other. That is why Atlanta is a fine big, growing city.

It is not prosaic to say here that Atlanta has more skyscrapers than any other city of its size in the world. Eighteen of them hold 4,000 offices. They, and the several lofty hotels, give to Atlanta a skyline of a true metropolis.

All the requirements of a large manufacturing city are possessed by Atlanta. The city has the essential railway connection with the ports that is more to be considered now than ever before, in view of the completion of the Panama canal. At hand are the raw fibre of cotton and the raw seed, and other harvests. Minerals in plenty are mined among the near-by mountains of north Georgia. That same region stores an inexhaustible supply of hard timber and offers almost limitless possibilities of water power. In nothing—not even in the spirit of appreciation of her opportunities—is Atlanta lacking.

Atlanta's climate is excellent for health, comfort and production. It does not go to extremes. Open-air work is possible every day in the year. Its altitude (1,050 feet above



*Grady's Monument*

sea level) makes for mild summers, just as its low latitude (33 degrees north) makes for mild winters.

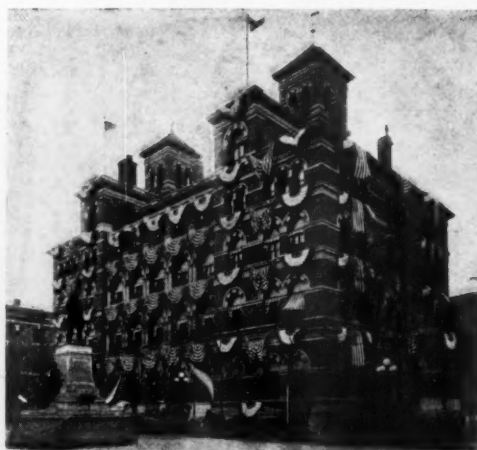
The city's natural health is due to several things—to its excellent drainage, which washes it clean and leaves no stagnant water; to its constant breezes and invigorating fresh air; and to its pure freestone drinking water that flows down from the Blue Ridge mountains.

The postoffice receipts from Atlanta are greater, per capita of population, than those of any other city in the United States.

In actual dry figures, the postoffice receipts of Atlanta for the year ending June 30, 1913, were \$1,328,011—more than three times what they were in 1903. The receipts and the parcel post business of Atlanta were greater than those of any other city in the whole South.

Sixty-one public schools are supported by the city.

Thirty-seven railroads and two steamship companies maintain offices in Atlanta, making this city the railroad center of the southeast. Every day there enter or leave the stations of the city 136 passenger trains, this number not including those of the strictly suburban service. Thirteen railroad systems



*City Hall Dressed Up for a Big Convention*

converge here. Over 70 regularly scheduled freight trains leave Atlanta daily, not including the numerous extra trains.

Atlanta is a city of many and diverse manufactories. Some 1,000 articles of commerce are made by its 548 industries. The value of their products is over \$53,000,000. The 22,000 or more workers in these factories earn \$15,000,000 a year. Oil, the chief product of cotton

seed, is largely exported, and becomes the basis of an immense amount of foreign exchange. More than half the cotton-seed product of Georgia is manufactured in Atlanta. Another important item in Atlanta's manufactories is that of farming implements. Another is that of cotton goods.

Four hundred and eighty-five manufacturers' agents are located in Atlanta.

The bank clearings of Atlanta in 1913 were \$725,604,193, as against \$60,753,911 in 1893. Even those figures do not measure the volume of business, however. They are only about one-third, for the total business done by the several clearing house banks was \$2,199,042,003. Atlanta's banks have grown five times over in the last 13 years. In 1900 their capital and surplus was \$2,800,000; in 1913 it was \$12,642,141. Their deposits in



*What Happened to Atlanta on July 22nd, 1864*



WHAT THE CAMERA MAN SAW FROM  
THE SAME SPOT 25 YEARS INTERVENING

1900 were \$9,011,000; in 1913, \$35,133,000.

Practically every one of the sixty life insurance companies that operate in Georgia has its principal office in Atlanta.

Atlanta is headquarters of the southern fire insurance district, and is fourth in importance among fire insurance centers in the United States.

In the matter of horses, mules, cattle and swine, the total volume of business done in 1913 by Atlanta firms with the seven southeastern states was \$16,435,-

355. The city's mule market is the second largest in the United States.

Atlanta is the automobile center of the South, and the railroad center of this territory. It is the center of telegraph, telephones, fertilizer manufactures and cotton-seed products, insurance, live stock, newspapers, agriculture, horticulture, industry, finance, commerce and progress in this section of the



country.

A national guard regiment entirely its own is one of the boasts of Atlanta, with



"And Our Boys Were Right Over There"

twelve full companies and a machine gun battery.

Nowhere else in the world is there a "Sign of the Wren's Nest." What is that? It is the home of the late Joel Chandler Harris, creator of "Uncle Remus" and narrator of those quaint Brer Rabbit and Brer Fox stories which have charmed childhood for more than a generation.

There is but one Stone Mountain in the world; and that is near Atlanta. It is a mountain of solid granite, the greatest monolith on the globe, 700 feet high, measuring several miles around its base—a relic of the ages.

The Georgia School of Technology, in Atlanta, has over 900 students. The oldest institution is the Atlanta Medical college which began its lectures in 1855. Approximately 9,000 students attend the thirty-three educational institutions in and immediately around Atlanta.

Atlanta has subscribed \$250,000 toward a million-dollar fund for the restoration of Oglethorpe University in Atlanta and it is now in course of construction. Emory University founded by the Southern Methodist Church and to which one Atlanta man gave a million



*United States Post Office Outgrown in Three Years*

dollars and Atlanta gave seven hundred and fifty thousand dollars, is also being erected here.

The public buildings in and around Atlanta interest many visitors. There is the United States penitentiary, a great white fortress on the hills south of Atlanta.

Atlanta's new million dollar postoffice, built a couple of years ago, is now already

outgrown.

Another public building is Fulton County's new million-dollar courthouse. Yet another is Georgia's million dollar capitol. Among all public buildings in the United States, it stands unique as the only one which cost less than the amount of the original and only appropriation made for it.

One public building of much interesting association is the auditorium-armory, home of the state militia in Atlanta. Its seating capacity is 8,000. This auditorium is the home of the Metropolitan grand opera each spring. The biggest audience that ever was charmed by grand opera anywhere has heard the Metropolitan singers here. Conventions almost unnumbered have been held in the auditorium.

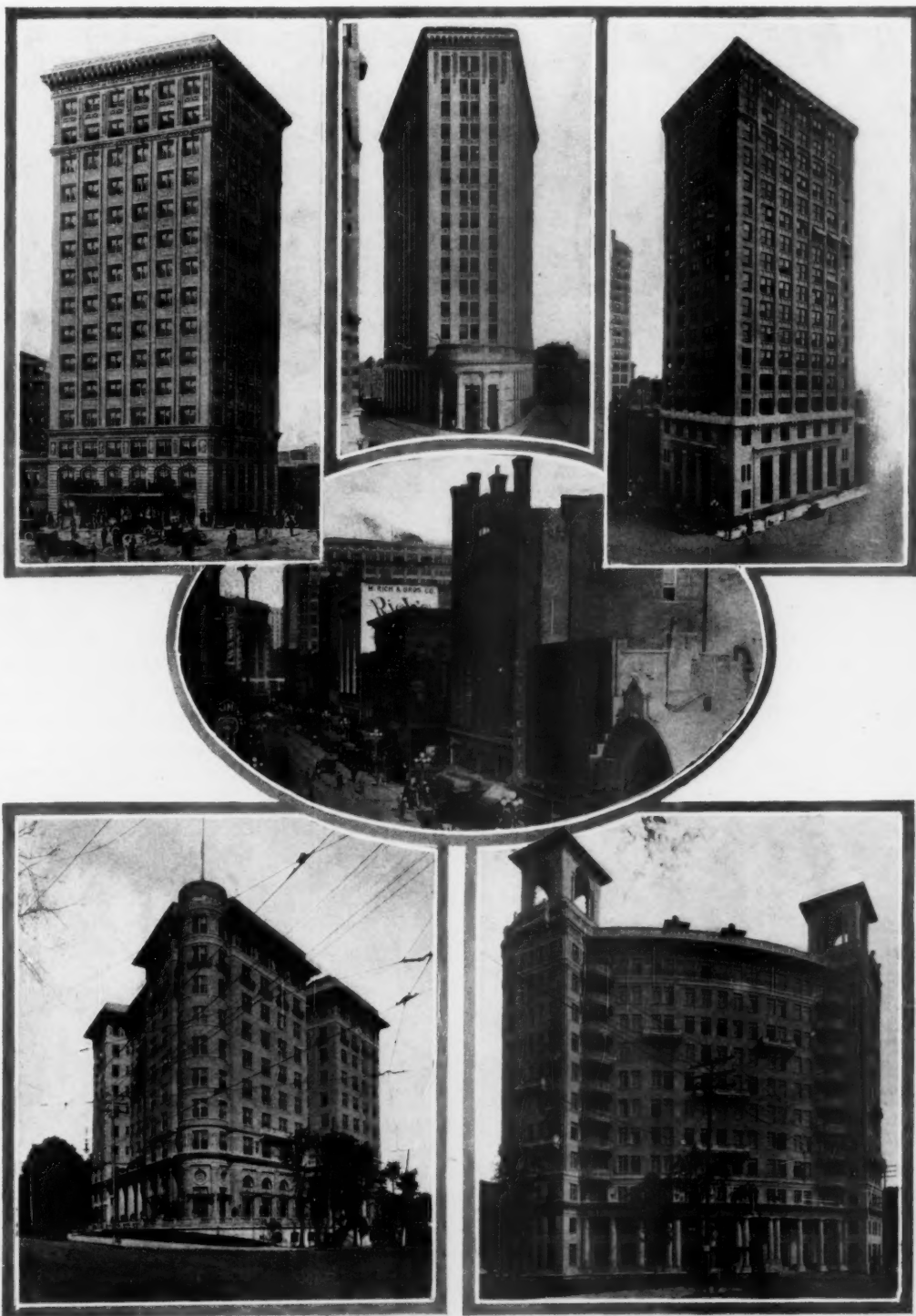
Even the stockyards of Atlanta are interesting—particularly so in view of



*GEORGIA'S STATE CAPITOL*

*When Completed, \$200,000 of the Appropriation Was Returned to the State Treasury—A Real Graft Proof Building*





*Hotel Winecoff*  
*Georgian Terrace*

*Hurt Building*  
*Shopping District*

*Third National Bank Bldg.*  
*Ponce De Leon Apartments*

the fact that they contain the second largest mule market in the world.

In Atlanta is located the Confederate Soldiers' Home, supported by the state of Georgia.

Atlanta's industries—her cotton mills, her cotton-seed oil mills, her steel factories, and numerous other busy plants—offer in their

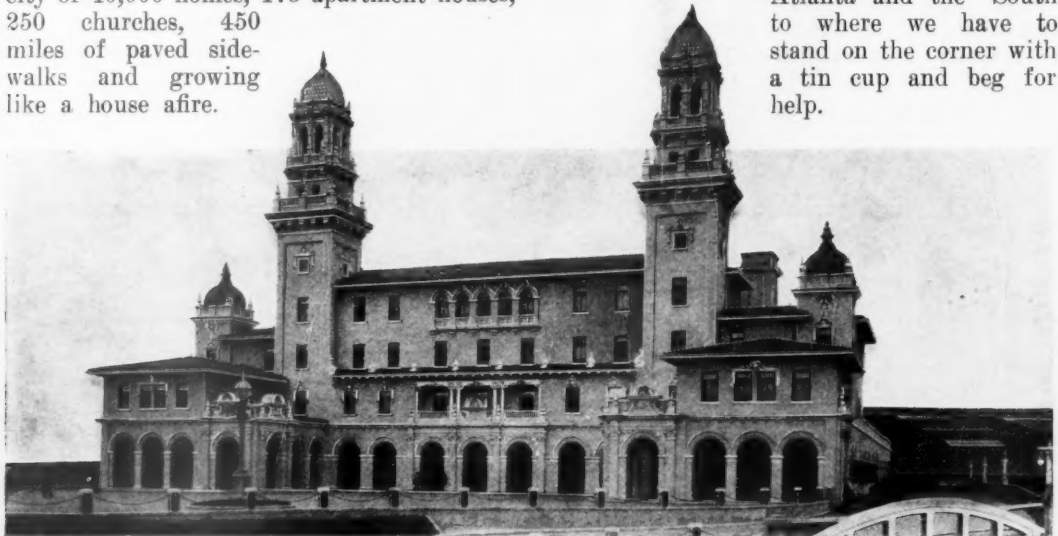
own right enough to keep the visitor interested for days. Detail information concerning them may be secured from the chamber of commerce or the Rotary Club.

Atlanta has been selected as the site for one of the Federal Reserve Banks, a tribute to her unexcelled advantages as to geographical location. From 1900 to 1913, the assessed value of property in Atlanta jumped from \$54,580,000 to \$180,000,000. It is a city of 40,000 homes, 175 apartment houses, 250 churches, 450 miles of paved sidewalks and growing like a house afire.



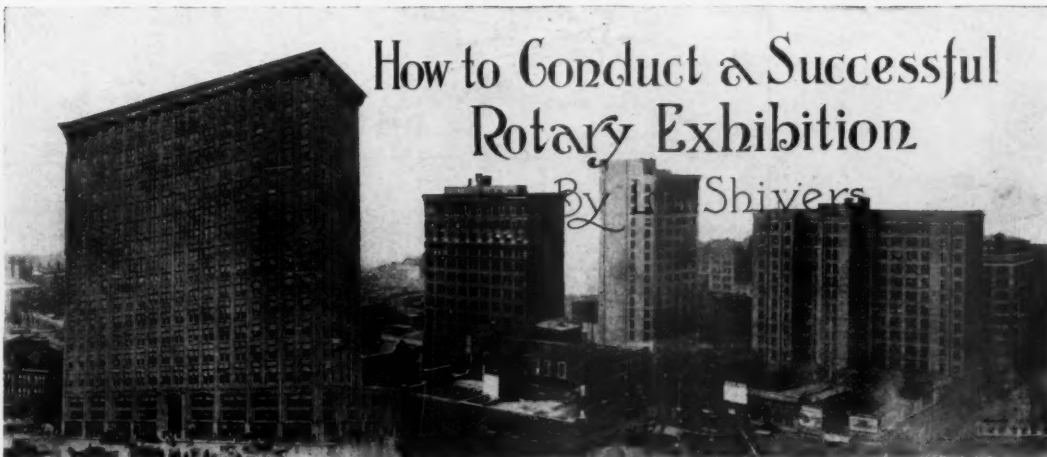
*Fulton County Court House*

other parts of the country—we are not asking or needing sympathy; if cotton won't sell, we can raise crops that will. We have no bread lines or soup kitchens. We are not bankrupt or verging onto it, as some people think. We are doing business every day, and business is getting better every day. We have enjoyed Fifty Years of Peace and Plenty, and it will take more than a war in Europe to bring Atlanta and the South to where we have to stand on the corner with a tin cup and beg for help.



*Atlanta Passenger Terminal Station*

**A**T A joint meeting of the Atlanta Chamber of Commerce, the Rotary Club and other local organizations, held a few weeks ago, the Southeastern Fair Association was formed and a building fund of \$250,000 guaranteed. The First Southeastern Fair will be held this fall.



THE Atlanta Rotary Club held its first annual Rotary Merchants' Display in December, 1914, and for direct, tangible good, both for the members and the club, we recommend it to all clubs wishing to serve their members and to secure high class publicity for the organization.

The Atlanta Rotary Club secured the use of the entire ground floor of the new Healy building covering an entire block and in the very heart of the city. The space was then sold at a nominal figure to the members and drawings were made for space, as some were more valuable than others.

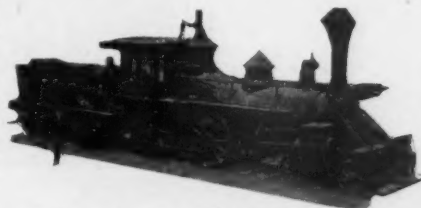
Prizes were offered for the window displays, one prize respectively for the most attractive window, the most unique window, and the one having the greatest educational appeal. The members took intense interest in the arrangement and dressing of these windows and when completed the *ensemble* was one of marvelous beauty. The display was extravagantly lighted from five until eleven o'clock and appeared to the passerby as though he was beholding a Fairy City.

Pages of publicity were given the display by the big daily papers and thousands of people viewed it day and night. A man or woman would stop attracted by a particular window and would be seen going from window to window until the entire display had been inspected. Large posters giving the complete roster of the club were placed in every doorway so that "he who

runs may read" that the Atlanta Rotary Club is not a secret organization for personal profit only. This display gained only the most favorable comment for the club, many prominent men and women asking us to make it permanent.

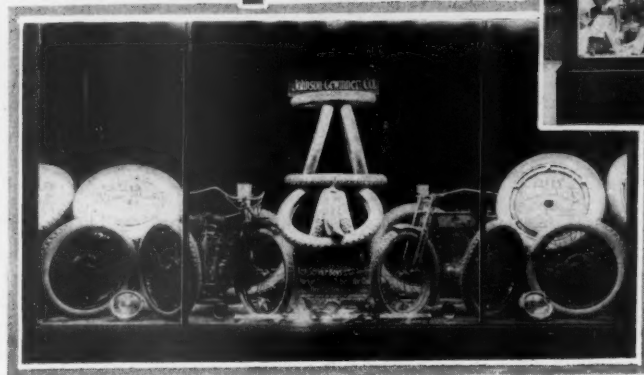
It showed the high class of membership we have; it brought the exhibitors' business more prominently before the public than pages of advertising could have done; created immense interest in the club by these exhibitors, and brought the members together day after day for the whole week. To every Rotary club we say, "Hold a Rotary Merchants' Display. It will bring you untold favorable publicity from the community at large; it will bring quick and valuable returns to your members and will answer in the most convincing manner the man on the outside who is continually asking "What is the Rotary Club, anyhow?"

So great was the success of this display that the Atlanta Rotary Club has decided to erect on the grounds of the Southeastern Fair, a fire-proof, circular building in which to house a permanent display. This building will be entirely of steel and glass, so that the displays can be viewed from the outside as well as from within. The floor will be of mosaic tile, using different colors to form the spokes of the Rotary wheel. The space will be leased to Rotarians on three and five year contracts, the cost of the building to be covered by the income from these leases.



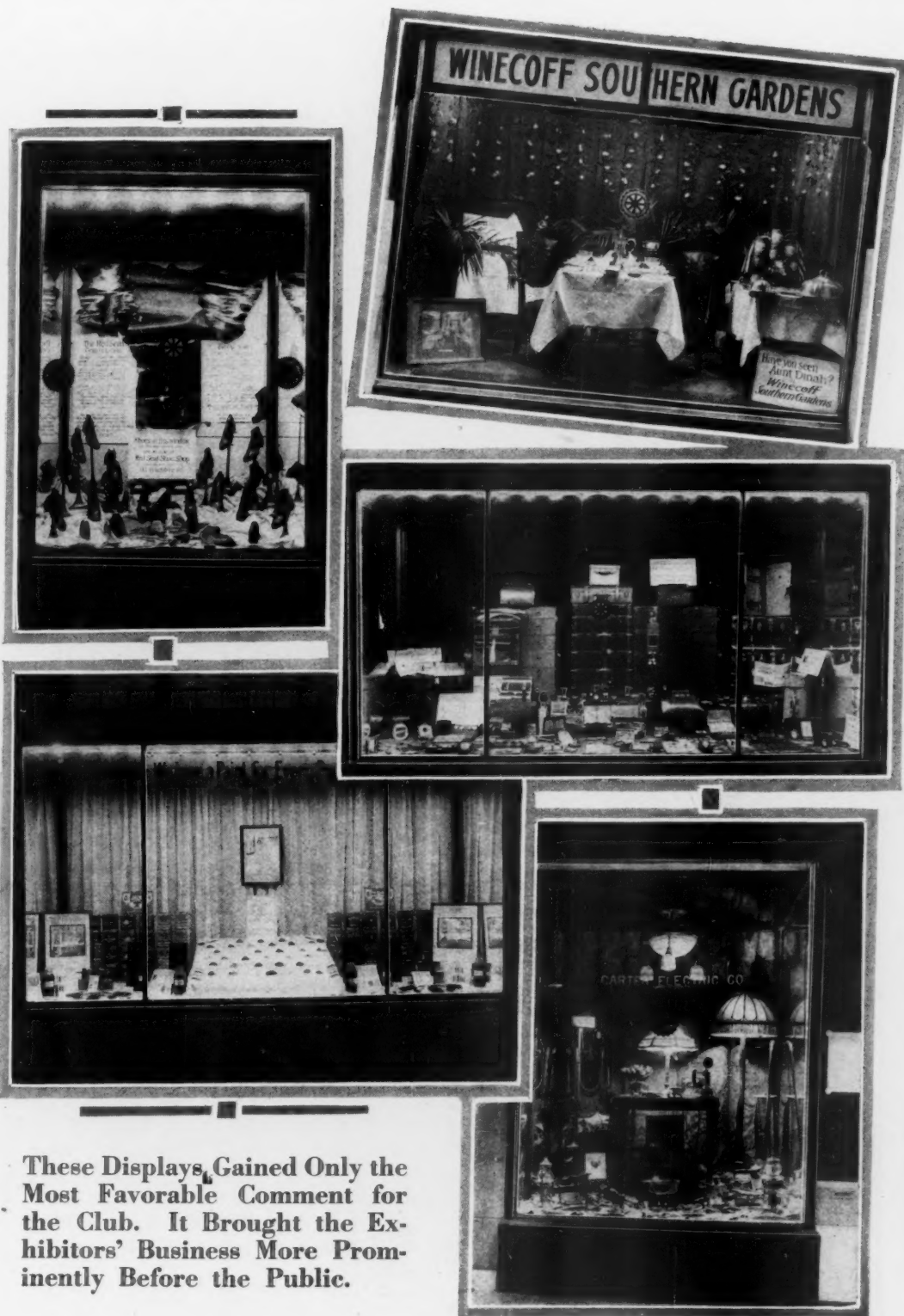
Famous War Engine "Texas"

*And the result of Atlanta's Rotary Exhibition is that other Rotary Clubs are urged to go and do likewise in order that their members may become better acquainted with each other and the public better acquainted with Rotary.*



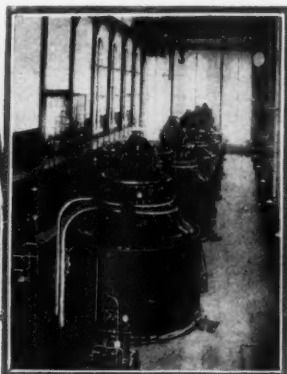
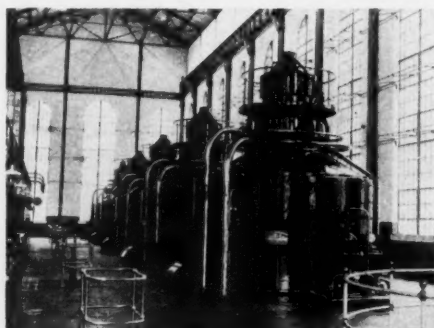
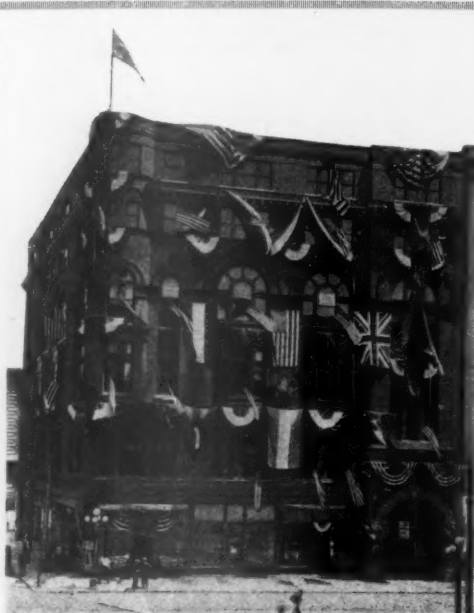
A Few of the Many  
Attractive Displays at  
the Atlanta Rotary Ex-  
hibition.





These Displays Gained Only the Most Favorable Comment for the Club. It Brought the Exhibitors' Business More Prominently Before the Public.

## Seen in Atlanta

*Intake Dam at Tallulah Falls**Boulevard Sub-Station**Power Plant**Tallulah Falls Power Plant**Interior of Tallulah Falls Power Plant**Carnegie Public Library**Atlanta  
Chamber of Commerce*

# Courting Public Favor

By Preston S. Arkwright



**I**N CONDUCTING a street railway business, one meets with the worries and the difficulties that are incident to all business, and also is beset with difficulties peculiar to this particular business. Many of these are, of course, the results of our own fault, and many of them are due to causes which are beyond our control.

We are peculiarly subject to popular favor or ill-will, and we believe that the only means of obtaining the friendly good-will of the public is to deserve it. Like most everybody else, our duty properly performed brings to us the satisfaction and joy of work well done. We have constantly operating to compel good service the principal incentives of human conduct—the hope of reward, and the fear of punishment. The motto of Rotary, “He Profits Most Who Serves Best,” is peculiarly applicable to a street railway company, and finds its exemplification in the history of every successful street railway.

The business cannot be conducted without the public consent or permit, called a “franchise,” and these franchises must from time to time be granted, extended and renewed. They may carry conditions that render the profitable conduct of the business impossible. The denial of extensions may cause the business to dry up; the refusal of renewals may reduce expensive property to “junk.”

The very life of the street railway corporation itself is subject to be taken at any time at the will and pleasure of the public.

If, however, neither the desire for that feeling of joy which comes from work well done, nor the hope of reward which follows service well rendered, nor the fear of the punishment which the public may inflict, it is, nevertheless, compelled to be good by a strong hand constantly held over it with the continuing power to coerce it.

Public antagonism is sometimes easily aroused against a street railway. No matter that the service may be good; the very nature of the business produces causes for incurring public displeasure.

We come into more intimate contact with more members of the public than in any other service that is rendered them or any other enterprise that does business with them.

These passengers are composed of all sorts of ages and conditions of people; men, women, children; the superannuated and the newly-born; the white, the black, and the yellow; the halt, the lame and the blind; the decrepit, the exuberant, the drunk, the sober, the well-behaved and the tough; people of all sorts of dispositions, humors and tempers; the well and the dyspeptic; the educated and the ignorant; the even-tempered and the irascible; the happy-natured and the grouch. They are handled at all times and under all conditions, on pleasure bent or business intent, in the summer and in the winter; in the rain and in the sunshine; in the snow and in the sleet; in the crowd of the city's center and in the loneliness of the suburbs.

On behalf of the company, these hosts of passengers are met and served through a regiment of employees. The character of the service depends on a great number of human beings other than the motormen and conductors, but the motormen and conductors themselves come in direct contact with the public. These men are of varying kinds and dispositions, temper, education and humors.

The street car is a public vehicle, run for the convenience of the general public. A public carriage for the general public convenience requires each individual to yield some of his separate individual convenience.

In the nature of the business, if the public vehicle were run to suit each individual, for his separate convenience, it would be absolutely useless in serving the general convenience.

Out of this fact grow the rules that the company is compelled to make, rules necessary for the public convenience.

The cars are delayed, sometimes through our own fault, sometimes by parades occupying the public streets, sometimes by fire hose across the tracks, sometimes by vehicles broken down on the roadway, sometimes by accidents, and again by the police holding the cars until the circus goes by. A passenger standing on the street corner in the outskirts of the town, anxious to make his train or to be at his desk to hold his job, waits impatiently; the minutes lengthen out until each one seems an hour, and no car comes in sight. He cannot know the reason why, so he frets and damns the old street railway and wonders why somebody who knows how doesn't run it.

Again, business open up in the morning within the same hour or two, and the factories, the offices, the shops all close down together within the same half hour at the end of the business day and the entire population wants to be moved *right now, immediately*. The seats are all taken and the passengers must stand. An occasional crowd will find the seats all taken, and sometimes not even standing room left. They wonder why they cannot always get the seat they have paid for. The cars run all day long and most of the night. If the same passenger could watch his car on every trip it makes he would find, in a majority of the hours, that there are more seats than passengers, that in some of the hours there is a mere handful or less, and at other times, the car runs absolutely empty. Yet, the running of these cars, whether the particular passenger uses them in the non-rush hour schedule or not, is necessary to the convenience and for the service of that passenger. All of the service must be paid for out of the nickel collected from the passenger as he takes the ride, but the nickel pays not only for the ride, but also the cost of having ready at all times a ride that the passenger can take.

These matters, even if beyond the company's control, are irritating.

There is little wonder that the street railway does not continuously stand in the good graces of the public. It is well understood by self-seeking politicians that abusing the street railway is apt to strike a responsive

chord. The street railway is, therefore, an ever-present, ready-to-hand, easily and usually successfully employed platform for the advancement of personal political ambitions.

A street railway must have the good will of the public, but to get this good will it must deserve it. First of all, it must render good service. It must reasonably cover the territory. It must furnish transportation that is regular, rapid, safe, comfortable, frequent, for a low rate of fare, cheerfully and willingly, through agents and employees who are competent, courteous and considerate.

The street railroad not only seeks to deserve the good will of the public through the performance of its duty in furnishing good service at a low rate of fare, but it vastly contributes to the city's growth and upbuilding. It makes the city possible by the enlargement of the territory. It adds to the comfort, the health and the happiness of the citizens by making possible residence in the suburbs. It greatly enhances the value of land. It largely increases the taxes of the city, county and municipality through the enhanced value which its building brings to the land in their jurisdiction.

The street railroad shares in the growth of the community and profits by any public enterprise that stimulates such growth. We are not willing to accept our share of the benefit from public enterprises without contributing our due proportion of the cost of such enterprises. For this reason this company has always stood ready and always will stand ready to contribute its share to the cost of any enterprise for the general public benefit.

It pays directly large amounts to the support of the government in taxes, which amounts, of course, would not be received if the street railroad were not existent or not owned by a private company.

We are striving to give good service. We are anxious to do our part in the upbuilding of the community. We would like above all else to have the good will of the public. It is, perhaps, well that the public is fickle. It makes of the street railroad a persistent suitor, attentively wooing the public favor with offerings of good service, low rates, governmental support, city development, and considerate treatment.

I believe profoundly in the doctrine that most of us get what we deserve; not that each punishment or each reward is necessarily merited, but that in the long run, on the general average, our ultimate success or our ultimate failure is but the measure of our deserts.





**O**F THIS New South, Atlanta is the true metropolis.

A village in ashes at the close of the war, Atlanta might have been forgotten but for the spirit which found calamities only a spur. Now a city of 225,000 with a record of growth, decade by decade, almost unsurpassed in the census records, Atlanta is worth seeing, if only as an example of what human will can do in the face of obstacles.

It is pride in its achievements and a desire to invite others to help swell its greatness which inspires Atlanta to invite every great convention to accept its hospitality.

Beautiful, hustling, sunny Atlanta can be a charming hostess on occasion, and the occasions are becoming more and more frequent as the bodies holding large conventions learn

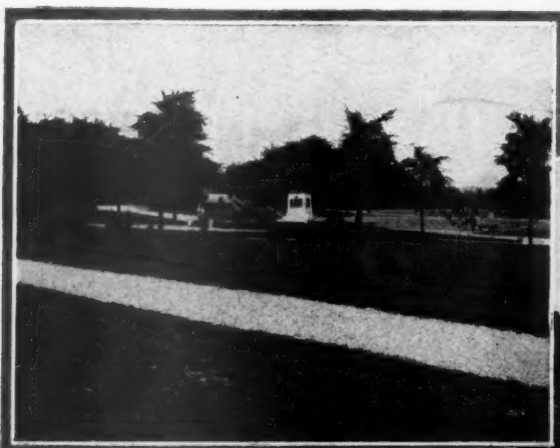
of the delights of the liveliest city in the South. Situated 1050 feet above the level of the sea, average temperature 60.9 degrees, with four golf links, twenty-two hotels, and fourteen railroads, Atlanta has convention facilities unexcelled by any city of her size in the United States. Her magnificent auditorium, seating 8,000 people, is one of the main assets in securing conventions. This great hall, only three blocks from Five Points, the center of the city, is given free of charge to any convention meeting in Atlanta. Six smaller convention halls, and any number of committee rooms are placed at the disposal of conventions requiring smaller meeting places. Atlanta's auditorium-armory, owned jointly by the city and military, is one of the most completely equipped buildings of its kind in the country. It makes possible the wonderful season of grand opera by the Metropolitan Opera Company which Atlanta holds for the benefit of the entire South, and which can be seen only in Atlanta and New York.

One hundred and forty-four conventions met in Atlanta during the year 1914. They were attended by upwards of ninety-two thousand delegates and visitors. This record shows a gain of thirty-nine in the number of conventions held here in 1914, as compared with the preceding year, and a gain of nearly seven thousand in attendance. This gain in attendance is more remarkable when it is reflected that the latter months of 1914 were months of business depression throughout the country.

During the nine months from April first to December thirty-first, the Bureau mailed nearly eleven thousand let-



Y. M. C. A. Building

*Scenes in Grant and Piedmont Parks**Atlanta Playgrounds*

ters to all parts of the United States and Canada, and distributed over thirty-eight thousand pieces of advertising matter of all kinds, boosting Atlanta, "The Convention and Tourist City of Dixie." During this period of time, the secretary and other representatives of the Convention Bureau, traveled 11,858 miles, visiting twenty-five cities in the interest of Atlanta. All this great work for Atlanta was accomplished at a cost of about \$10,000 subscribed by one hundred and thirty-three loyal Atlantians.

The best proof of the success of any movement is found in the results accomplished. This is shown by what others say about us and actual facts. Noble William M. Irwin, Retiring Imperial Potentate, A. A. O. N. M. S., in giving his impressions of Atlanta as a convention city, says:

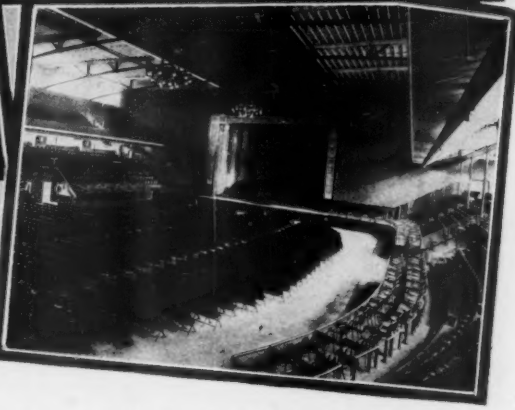
"And I want to make the statement advis-

edly, on the eve of our departure from your city, that never in my affiliations with the Shrine, has any one of its conventions been handled with the ease, the hospitality, the grace, and the vast popular response noticeable in Atlanta . . . The hospitality we expected from a proverbially hospitable South has been tendered us on a magnificent scale. . . . Out of an abundance of experience and weighing my words carefully, I believe that Atlanta is the most wonderful city, bar none, of her size in the world."

The Reverend Wm. H. Roberts of Philadelphia, in speaking of Atlanta soon after the meeting of the Pan-Presbyterian Assemblies



*The Home of Joel Chandler Harris, "The Sign of the Wren's Nest" Where Uncle Remus Told the Little Boy About Brer Rabbit and Brer Fox*



*Taft Hall, One of the Lecture Rooms in the Auditorium*      *Stone Mountain, the Largest Solid Rock in the World, not excepting Gibraltar*      *Interior of Atlanta's Great Auditorium*

in May of 1913, said "Atlanta's hospitality was of the most generous kind. The accommodations were excellent and the weather delightful. Atlanta is an admirable city for conventions."

So much for Atlanta's hospitality and entertainment of conventions. The publicity given to a city by its proper entertainment of a convention is of incalculable benefit.

A few national conventions held in Atlanta recently may prove of interest to our Rotarian friends.

International Bible Students Association.

Imperial Council Shrine.

Photographers' Association of America.

National Asso-

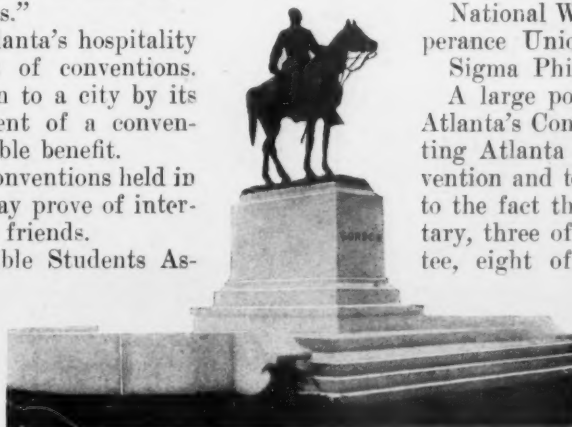
ciation Upholstered Furniture Manufacturers. International Convention Disciples of Christ.

Fourth American Road Congress. National Women's Christian Temperance Union.

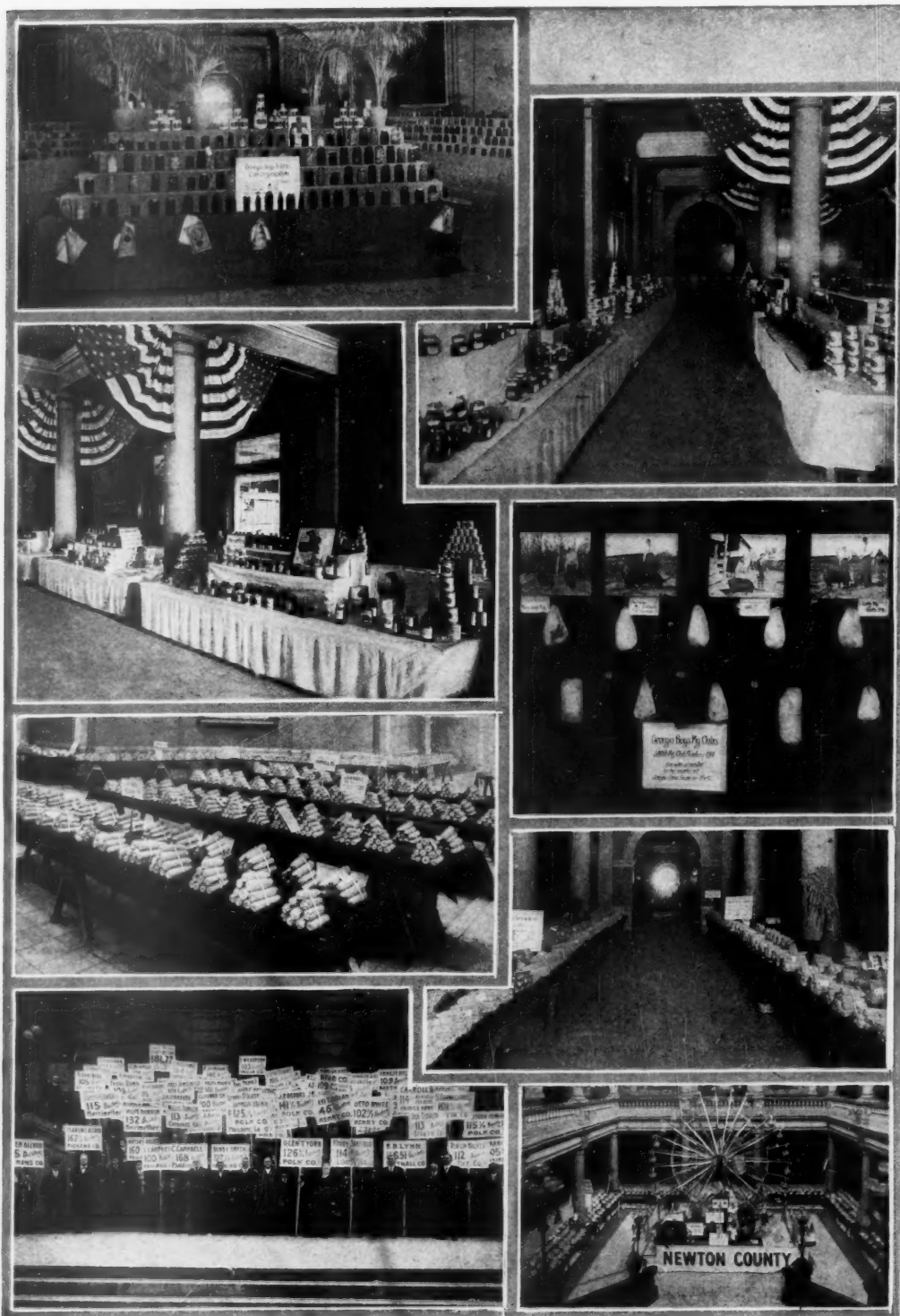
Sigma Phi Epsilon Fraternity.

A large portion of the success of Atlanta's Convention Bureau in putting Atlanta on the map as a convention and tourist city, may be due to the fact that the president, secretary, three of the executive committee, eight of the directors, and a

large number of the members are Rotarians and the Atlanta Convention Bureau practices at all times the Rotarian principles of Service.



*Monument to Gen. Jno. B. Gordon*



*A Few of the Exhibits at the Fifth Annual Show of the Boys' Corn and Pig Clubs, and the Girls' Canning Clubs Held in Atlanta Last December.*



# Agricultural Future of the Great Southeast

## By H.G. Hastings



SOME months ago the South and its greatest staple crop, cotton, got into the wrong kind of a limelight, much to the disgust of the South's best friends and well wishers. It was not the first time that a person or city or section has been the victim of well-meaning but misguided friends.

In this we refer to the widely heralded and exploited "Buy-A-Bale-of-Cotton" movement that depicted the South in an almost mendicant attitude, because, for a short time, cotton exports to European ports were stopped by the war.

In their zeal, these misguided friends depicted the South as a "busted community" when, as a matter of fact, nothing further from the truth could have been stated.

Ignorance of real, substantial facts, plus misguided zeal in the furtherance of an unwise, unnecessary and absolutely uncalled-for movement resulted in placing the entire South in a false light before the other sections of our common country and the world.

It is true that this European war interfered temporarily with the movement of cotton to Europe, just as it did everything else. It is also true that such stoppage of transportation, caused, for the time being, a drop in the market price, but since transportation has been resumed the cotton market has steadily mounted upward, and with the enormous cotton crop produced in 1914, even at lower prices than last year, an almost fabulous sum is flowing into the South and into the pockets of the producers.

We do not intend to dwell on the cotton crop here at any length, beyond reminding our fellow Rotarians that the world has to be clothed; that it is largely clothed in cotton goods and that in cotton the South has a crop that brings into the South anywhere from seven hundred and fifty millions up to

the billion dollars in clean, hard cold cash each year, the one crop of all others in the United States that has been depended on regularly to maintain the balance of international trade in favor of the United States.

Probably no part of these United States is so thoroughly misunderstood as to soil, climate and production as is the Southeastern section. In the popular view of the Northerner, the Southeast is one vast cotton field, with a side section of sugar cane off in the Louisiana corner and a fringe of orange groves along the coast and rivers of Florida.

Much of this conception or rather misconception is due to the minstrel and vaudeville stage, with its songs starting with "Suwanee River" and coming on down to more modern musical productions depicting cotton fields, negroes, cane fields, magnolia blooms, etc.

The Southeast has all these features and in addition it has just the same kind of solid foundation of prosperous business that any section of the North or West has.

The Southeast is a wonderfully favored section by Nature, being able to grow profitably practically every staple crop the North does; corn, wheat, oats, rye, barley, potatoes, etc., plus cotton, sugar and rice, three of the greatest staple crops of the world that the more northerly sections are absolutely barred against by climatic conditions.

The Middle and Western States are looked on as the "Corn Belt"; yet every high record yield per acre of corn is held in these Southeastern States.

In live stock production, both cattle and hogs, we have been finding out recently that beef and pork can be and are being produced at from 33 to 40 per cent less cost per pound than they can be in the supposedly most favored stock producing sections of the North, states like Illinois and Iowa for instance. It

may not be out of place to mention here that Chicago packers have been buying cattle in the lower South in trainload lots within the past three months and shipping them to Chicago for slaughter. These Chicago shipments will not continue much longer, however, for packing houses are going up steadily all over the South to take care of this constantly increasing production of cattle and hogs.

If the Almighty ever made a natural live stock country it was when the South was created with its combination of soils, climate and plentiful supply of pure water. With our long seasons of pasture growth; the mild climate requiring a minimum of shelter during winter and no winter loss in weight of the animals as in the North; the multiplicity of crops suitable to the growth and fattening of cattle and hogs, it is not surprising that the experts of the United States Department of Agriculture have through actual test found that the Southeast is favored above all other sections for not only profitable live stock raising but almost every other agricultural product as well.

The writer of this is Ohio born. He has spent thirty-one years in the South and has no desire to exchange his adopted home for anything the North or West can offer him. His particular line of business has brought him in close contact with agricultural conditions, North, South, East and West, and he wants to say in all earnestness and sincerity to his fellow Rotarians that nowhere has he seen, in any section, agricultural and business opportunities equal to those presented here in the Southeastern part of the United States.

The South used to be a one-crop country; we acknowledge it, but it is true no more. The hundreds of thousands of acres of fall-sown wheat, rye, barley and oats appearing on every side give the lie to the statement that the South cannot grow the small grain crops.

So far as corn is concerned, our own state of Georgia plants practically as many acres of corn as it does of cotton, approximately five million acres of each this past year. Georgia has a yield-per-acre record in corn of 214 bushels; Alabama 232 bushels; Mississippi 215 bushels and one of the Carolinas 228 bushels, yet there are some people who think that the South cannot grow corn.

We have no desire to weary you with statistics and will not. Atlanta is the geographical and natural trading center of the great Southeast, great in area, great in di-

versity of agricultural and horticultural products, potentially and actually one of the great producing sections of the United States.

Georgia alone within her boundaries contains six out of seven of the recognized climatic belts of the United States. In the mountain and hill section of northern Georgia the apple grows to perfection, while on its southern border the orange tree, full of its golden fruit, is common. Within its border every fruit known to the North is being grown as well as practically every one of the great staple agricultural crops of wheat, rye, oats, barley, tobacco, potatoes, etc., and what is true of Georgia is true in greater or lesser degree of all the Southeastern States.

Florida and all the immediate Gulf Coast section, in addition to oranges, grapefruit, figs, etc., is a producer of millions of dollars' worth of truck or market garden products every winter and spring, going in a steady stream to supply the steady Northern demand.

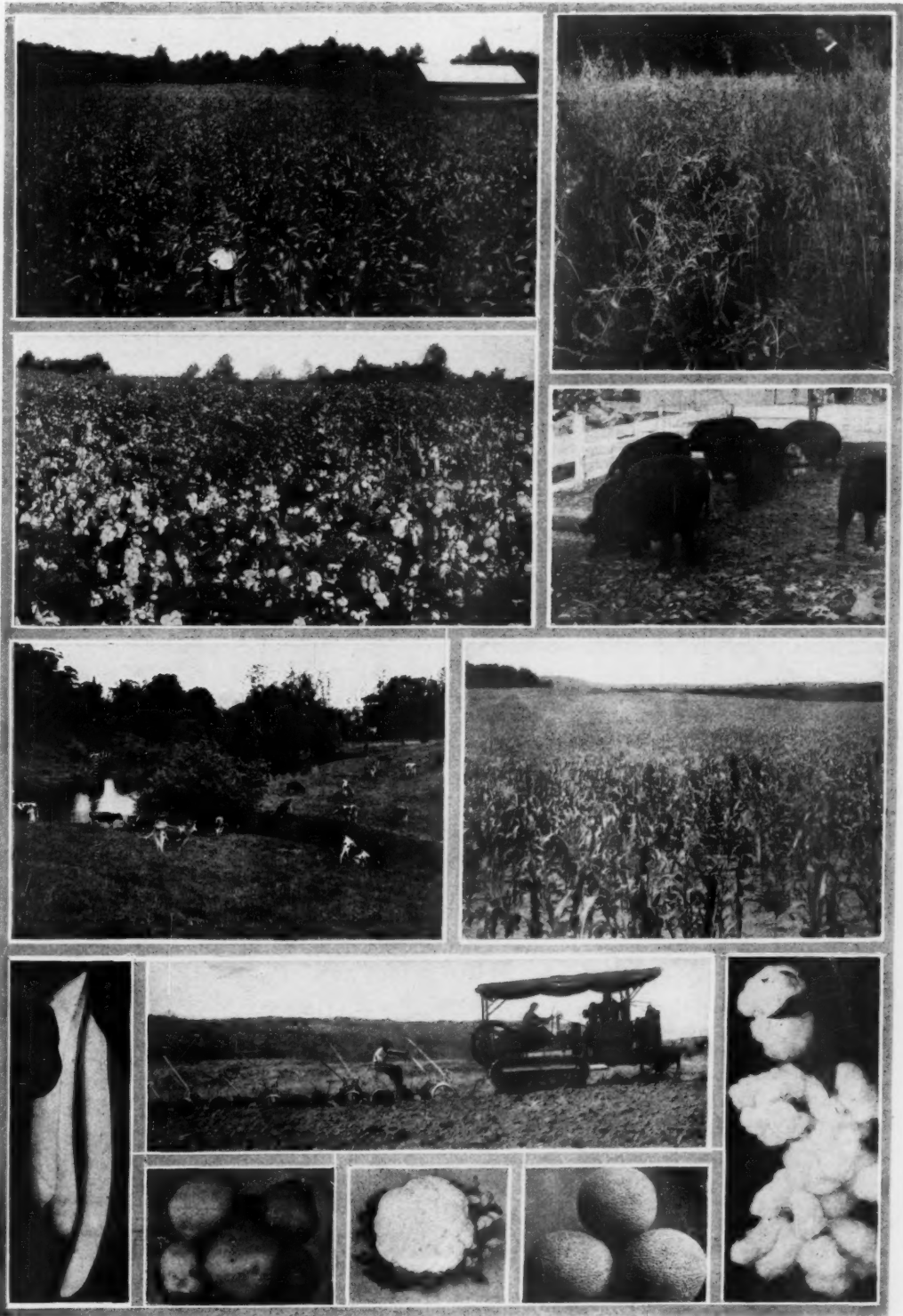
The Southeast largely clothes this country so far as cotton goods are used and there is a whole lot of the alleged woolen goods sold that can be easily traced back to some Southeastern cotton field.

The Southeast furnishes the best of the grapefruit and oranges that act as an appetizer at your breakfast table; it furnishes you vegetable products from celery and lettuce in early winter to the luscious water-melons in summer. It supplies the famous peaches, the figs and a dozen other things that might be mentioned.

What of the South's agricultural future? There is only one word to describe it and that is the word "unlimited." While Georgia is one of the oldest states, yet only 27 per cent of its arable land is under cultivation today, and this percentage is not materially different in the other Southeastern States.

The Southeast is essentially an agricultural and horticultural section and when once fully developed no other section can approximate her prosperity, built as it will be on unexcelled natural advantages and a multiplicity of valuable products, all that the North has and many not found elsewhere.

Yes, the word "unlimited" is the only proper word to use as descriptive of the agricultural future of the Southeast, and the day is not far distant when the Southeast will be what Nature intended, the wealthiest and most prosperous section of the United States.



*Can the Southeast Raise Live Stock and Diversified Crops? These Pictures Were Made on Georgia Farms Where Good Farmers Can Grow Rich and would Receive a Warm Welcome.*

## Atlanta Breaks World Records in Grand Opera

ATLANTA has just completed preparations and signed the formal contracts for the 1915 southern season of Metropolitan grand opera in this city, April 26 to May 1, inclusive. The guarantee fund, fixed at \$60,000 has already been oversubscribed to the tune of \$80,000 and indications point to a representative attendance from all parts of the southeast equal to that of past years. All the big stars are coming.

The history of Metropolitan grand opera in Atlanta contains some remarkable facts.

Atlanta is the only city in the world outside of New York in which Metropolitan grand opera has been produced on a paying basis during the past five years.

Atlanta is today the only city in the world outside of New York which will have a 1915 Metropolitan opera season at all, with the single exception of Philadelphia.

Atlanta has the distinction of having furnished the largest grand opera audience to which Caruso ever sang in his life, to wit,

the Aida audience of 8,000 people on May 3, 1910.

Atlanta has the largest attendance record for a single week of Metropolitan grand opera, not even excepting New York, to wit, 37,289 people during the week of the 1914 season.

Atlanta has the record for the largest total receipts from Metropolitan grand opera for one week, to wit, \$95,000 for seven performances in the spring of 1914.

Since the Metropolitan first came south in 1910 both attendance and receipts have increased from year to year in steady ratio.

The performances put on in Atlanta are in all respects like those of New York, including full cast of stars, ballet, orchestra, scenery, and accessories.

All this is handled and made possible by the Atlanta Music Festival Association, a local, independent, non-money-making, musical organization, on whose board of directors are several Rotarians.







Drawn by Barnet Braverman

**W**HEN history comes to record the achievements of the twentieth century, there will perhaps be no one single achievement that will stand forth in stronger relief than the development of the spirit of co-operation. While the marvels of science and invention are daily adding new

NOTE:—Mr. Fish is a member of the Cleveland Rotary Club and president of the Printz-Biederman Co.

## Co-operating With the Worker

By Wm. B. Fish

wonders to dazzle the mind and fire the imagination, their value from a humanitarian standpoint can be transitory only, because they are but the external developments and circumstances connected with human existence, and thus subject to rapid mutations and changes. If inventors have abridged space, time and distance—if cities, nations and continents have been brought physically nearer one to the other, because of them, they will but serve to further the development and quicken the fruition of co-operative effort.

The co-operative spirit is gradually permeating all strata of society. In the humblest occupation and in the most complex activities, it is becoming not alone manifest, but is actually becoming the guiding spirit and the rule of action. In the field of finance, we find the banks in the larger centers banded together in clearing house associations, and state associations. Business men and manufacturers have their local, state and national associations working for improvement and betterment in the means of production and distribution. Professional men and men of science have their societies for the interchange of thought and the elevation of their respective callings. Craftsmen and toilers have their affiliations for mutual improvement and advantage.

All these, however, are but as beginnings of what co-operation really means and must ultimately become. That the many, engaged in one line of endeavor or with an obvious common interest, should co-operate is perfectly natural and logical because co-operation as commonly understood and popularly interpreted is the concerted action of the many to accomplish what would be difficult for the few and impossible for the individual.

Promising and encouraging as are these manifestations of united endeavor, they are but the forerunners or the outposts of a movement that is destined to become all inclusive, and all embracing in its power for the good and the amity of all humanity. In perhaps no one single field will this spirit effect greater or more beneficial changes than in the relations now obtaining between employer and employe.

There has been prevalent all too long, if

**THE co-operative spirit is gradually permeating all strata of society. In the humblest occupation and in the most complex activities, it is becoming the guiding spirit and the rule of action.**

indeed there does not preponderate even now in the minds of many people, the thought that employers are bent upon exploitation of their workers. The cheap politician, the demagogue, and the paid agitator have from rostrum and forum belched forth, unopposed, accusations, picturing the employing and capitalist class as a giant and merciless octopus, fattening upon the misery of the toiling masses. Selfishness and greed on the one side, and endless suffering on the other were the constant themes and refrains of their tirades. So insistent and bitter was the invective that the minds of listeners became filled with a vague sense of wrong, injustice and oppression, and with a feeling of resentment and even hatred toward employers as a class. The cry was taken up in political camps and carried into legislative halls and there expressed in many forms of legal enactments that sometimes placed a brand on business. It became the fashion, Donnybrook Fair like, to hit any head that came into view so long as that head was labelled "Business."

It is not intended to take up in this article, the question of whether these accusations were or were not merited in whole or in part, but rather to record, so far as may be, the growing and spreading tendency to apply rules of equity and justice to the everyday relations to the common points of contact of our social and communal existence. We can also lay aside for the present purpose all mention of statutory enactments designed to benefit those who labor with their hands, for these are but as mechanical details of a movement that is as broad and all pervading as human nature itself.

It is the growing understanding of the community of interest that binds all society, a realization—that all humanity responds to the same emotions, is impelled by the same aims, ambitions and aspirations, that all are endowed with the same faculties and capabilities more or less fully developed—that is transforming the relations between employer and employe and changing their environment through a readjustment of their mental attitudes. It is passing strange that in these days when so much is said and written about conservation of resources and energy that so little is made of the conservation of brain power. Stores, shops and factories teeming with humanity have been looked to only for their physical and mechanical efficiency and no account has been made or taken of latent brain power gone unused. No one would seriously contend that the hundreds of thousands, nay, millions who daily go to and from their tasks in the industrial and commercial institutions of our land are devoid of feeling, knowledge or understanding beyond their allotted daily chore.

Most of us will even admit that they are humans—humans just as you and I—animated by hopes, quickened by pride of achievement, seeking self improvement, and desirous, by deed and thought, to express themselves. Thoughtful men are beginning to realize that these latent powers have been allowed too long to lie dormant, and that they were only awaiting the call to spring into action for mutual good. The thought is spreading that the living, thinking units that constitute our fellow workers can make substantial and valuable contributions to the solution of questions and problems that arise in every institution,

**THE** thought is spreading that the living, thinking units that constitute our fellow workers can make substantial and valuable contributions to the solution of questions and problems that arise in every institution.

and which, in a great measure, affect both them and the management, for good or ill. Honesty and the spirit of fair play are not confined to the front office, but are just as prevalent in the shop and at the bench, and all human beings endowed with reasoning power will apply it correctly and arrive at just conclusions, provided they reason from the same premises. There is no good or tenable ground why they should not reason and act from like motives.

It is unsound in theory and practice, in ethics or economics, that the many benefit at the cost of one, or one at the cost of many. Notwithstanding what some may say, write or print, the principles of justice and fair dealings are deeply imbedded in the human soul and the impulse to be honest and square is uppermost in all minds. The employer should no more regard his workman as an enemy who must be watched than should the workman look upon his employer as an oppressor who must be thwarted and harassed in every endeavor.

There is no denying that there is in many institutions a barrier, artificial though it be, between shop and office. There is no excuse for such barrier and its only reason is a want of understanding on both sides of it. A moment's thought will convince anyone that the interests on both sides of the line are identical, and the primary problem most simple. If wages are to be paid, if plants are to be kept running, the front office must be well managed and financed and if the front office is to prosper the shop must produce in adequate amounts of adequate quality and at adequate costs. The prosperity of the one is dependent on the well being of

the other, and vice versa. This at once presents the strongest sort of base for united action and common interest. All that may be wanting and all that is necessary is a common understanding between the parties of their mutual relations, and their interdependence. If the management can express in unmistakable terms its determination to deal justly, and to act fairly, it will soon gain the confidence of its workers. When once confidence takes the place of distrust, the management will find its initiative appreciated and helpfulness will meet its endeavors. When the working force is made acquainted with the problems, the aims and purposes of the management, their activities assume a different spirit, just as different as the spirit of the worker in a tread mill and that of the self confident craftsman.

With this purpose in mind, some institutions have organized their forces into self-governing bodies, patterned somewhat after our political institutions, and endowed with legislative powers on all matters pertaining to the conduct of their affairs within the institution. No higher tribute can be paid to this experiment than to say that the deliberations of these bodies have been carried on with such sane and sober judgment and their conclusions and recommendations have been so well-balanced as to earn the fullest approval of the executives of their institutions.

The organization with which the writer is connected has in working order just such an arrangement and its merits are patent to all. The spirit of helpfulness, goodfellowship and co-operation is manifest on all sides and crops out in unexpected ways. Suggestions

for improvement of product, working processes, discipline, etc., are made just as freely and often as suggestions which have to do with individual or physical conditions of the workers.

Workers welcome responsibility and confidence, just as people do in all walks of life, and if fairly and honestly bestowed, they will rise to it as fully.

Advance towards them in a spirit of fairness and they will meet you half way. Trust them with your problems and they will prove equal to the trust. Give them the opportunity to think and plan about the work they are

engaged upon and you will be surprised to learn how much more they know about it than you suspected. Give them an opportunity to express themselves, to express their individuality in a free and untrammelled way and you will have added a host of willing, and active brains to further the work of the hands.

The energy you thus liberate will recharge your own store of energy and will usher in for you the true spirit of co-operation that will assume its share of business burdens and which should likewise receive its share of the rewards.

### Hopes For the Rotary of Tomorrow

*(Editorial by Paul P. Harris, concluded from page 25.)*

To the destination of true happiness the path of wholesome pleasure and the path of duty converge.

He who is most devoted to the pursuit of true happiness will prove to be the most valuable citizen and he who seeks shall find.

In a recent letter published in THE ROTARIAN, I attempted to define some of the attributes of true happiness and I also expressed the belief that happiness is the natural heritage of man, conditional only upon the discovery of and obedience to nature's laws. To express myself again briefly and plainly, I believe that the time will come when all men not only can be happy but will be happy.

If I am correct in my views, it will mean simply that intelligence will some day dominate the quest of human happiness and that the curtains of night shall be forever drawn upon the darkness of the ignorant past.

Men work and play, fight and make peace, love and hate, live and die all in pursuit of happiness; and how often in ill considered pursuit of happiness. Men barter the joy of years for the mirth of a day.

Rotarian philosophers, let us try to view this thing called life as a whole, look it over, up and down, in and out, and then pick it

to pieces, dissect it, analyze, synthesize and understand it.

You have never thought of such a thing as deliberately, seriously planning life's campaign with the end in view of obtaining even for you a full quota of life's happiness.

I am convinced that the men of the future will know much more than they do at present about how to make happiness; in fact, we do already know much more than we did in the days of the past. The change of a decade may not be noticeable but the change of a century is.

May the Rotarian philosophy of tomorrow live to resurrect and adapt to its day and age some of the homespun lore of long ago. May Rotarian influences tend to appreciate the simplicities of life and to deprecate its unnerving complexities.

We have done some things for business life, let us do more for the home life. May the new Rotarian philosophy of life be passed on to future generations through the medium of the Rotarian wife, mother and the little ones who gather at her knee until it holds a place in the very subconsciousness of men.

Let us re-dedicate ourselves in the brighter light, the broader way, the truer life to the goal of human happiness, the rightful heritage of him who is honorable in business and whose life is wholesome, just and right.





## Rotary as an Educational Force

By Malcolm B. Webster

THE philosophy of Rotary, I take it, is, in its broadest significance, synonymous with the philosophy of human thought, action and conduct, and its confines co-terminous with the philosophy of life itself. Even in its narrower, more circumscribed aspect, as related to the business activities of mankind, the term, Rotary, encompasses a field so vast and comprehensive, is so labyrinthine in its ramifications, that its treatment would require the hand of a master to even sketch forth its barest outlines.

The first and most impressive thought about Rotary which I gathered was its wonderful, educational force. Doctor Eliot, of Harvard, has said that "Education consists in a wide intellectual sympathy, a trained imagination and a cultivated taste," and the factor of first importance is, perhaps, the "wide intellectual sympathy."

What more wonderful opportunity can be conceived to exist for the expansion of the mental horizon than intimate, personal contact with representative men of every business, trade, occupation, and profession!

True education means mental symmetry, the development and moulding of the powers and faculties of mind and spirit in such a manner as to establish and maintain a just proportion, a nice and perfect balance. The truly educated man knows (within human limitations) everything of something, and something of everything.

But the almost inevitable tendency of the average business or profession is *away* from this ideal; and the average man finds himself falling into a rut or groove of specialization which soon becomes worn so deep as to make escape difficult. It is here that Rotary proves a saving power and force. The Rotarian who has even faintly comprehended the purpose and import of the "circular" philosophy is, through contact and intercourse with his business brothers, drawn out of the relatively narrow boundaries of his vocation and given a vision of "the world's work," and comes to realize, as he probably never before did, the wonderful and beautiful correlation and interdependence of the arts and sciences and the multiform activi-

ties which have arisen through the infinite application of their principles in the fields of manufacture, trade and commerce.

As the Apostle Paul said, "No man can live unto himself alone," and, the more points of contact a man has with his fellows, the more completely and fully does that man live; Rotary accomplishes for its disciples, easily and naturally, what can be otherwise attained only through studied and infinite effort.

To define "life" by stating its opposite, we may say that *death*, so far as we know anything of the great, ultimate mystery, is the complete severing of the organic relations of a creature with its environment. And, measured by this standard, how many ever attain to complete, thoroughgoing and harmonious life? For there are varying degrees of living.

A child is born into the world, and for some weeks or months it is apparently, to all intents and purposes, a mere vegetating organism, its mind a *tabula rasa*. But already, with its first gasping intake of breath, the first blinking of its uncomprehending little eyes, and the first contact of its little hands and feet with external objects, its education has begun, and that education consists in its *getting in touch with its environment*.

"But, what has this to do with Rotary," you may ask. Let me continue, and develop the thought.

The child, through contact and observation, gradually acquires something of a knowledge of its physical environment, and soon comes to note relations. He continues to adjust himself, more or less completely, to his environment until he has arrived at the maturity of his physical powers and attributes.

At the same time there has been going on a varying degree of mental, spiritual and social adaptation to environment which is infinitely more complex and subtle than the physical. And here is where Rotary has its value, which is just as great as the individual Rotarian wishes to make it.

Now, "environment" may be understood in a restricted sense, or in a sense co-extensive with the knowable universe. The mollusk clinging to a tide-water rock, the mole, blindly burrowing beneath a velvet lawn, are

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NOTE:—Malcolm B. Webster is a member of the Camden Rotary Club.

in perfect harmony with their respective environments, but their possibilities of development are fixed, definite and absolute. But in man, from the first, faint dawn of conscious, purposeful intelligence, to this day and hour, there has been a rational adaptation to environment, and an expansion of that environment until it has reached beyond the sphere of the physical senses and almost, perhaps quite, beyond the grave.

What opportunity for extending his knowledge of environing conditions has the true Rotarian? He comes to the weekly luncheon engrossed with the special cares and problems of his own business. He finds a seat at a table, say, with three other good and intelligent fellows, and soon they begin to "talk shop." The architect shows how the cast and trend of mind of the peoples of the earth have found their reflexes in the structural forms of their habitations and their temples, and traces the rise and development of imagination and poetry as well as the growth of reason and the higher intellect, in the edifices raised by man after he had successively abandoned the dark, damp cave and the bleak, ephemeral tent of hides.

The physician has, perhaps, given his companions a sketch of the evolution of his art, from the day of its first crude beginnings when charms and incantations were the healer's chief stock-in-trade, through the period when Hippocrates, Galen and Aesculapius were laboring to establish medicine as a rational science down to the present day with its surgical and therapeutic marvels.

The chemist may give a tabloid popular history of the art of analysis and synthesis, from the day of the crucible and alembic to the twentieth-century laboratory which, with its research into the radioactive properties of matter has revolutionized his science, shattered or modified existing "laws" and preconceived ideas, and nearly made the alchemist's dream of transmutation a living reality.

And so, in turn, at a luncheon or at a dinner, is each phase of the vast and vital question of "production and distribution" touched upon; perhaps of necessity, superficially, but always seriously.

Rotary has a constitution and rules of order, but they are mere necessary machinery: It has a vital, energizing spirit, a *vis vivendi*, an intangible and impalpable but potent, controlling force and influence. It makes no distinction in creed, it recognizes no caste and is a stranger to intolerance and bigotry.

Rotary is democratic in the best and finest sense of the term, in that it recognizes only

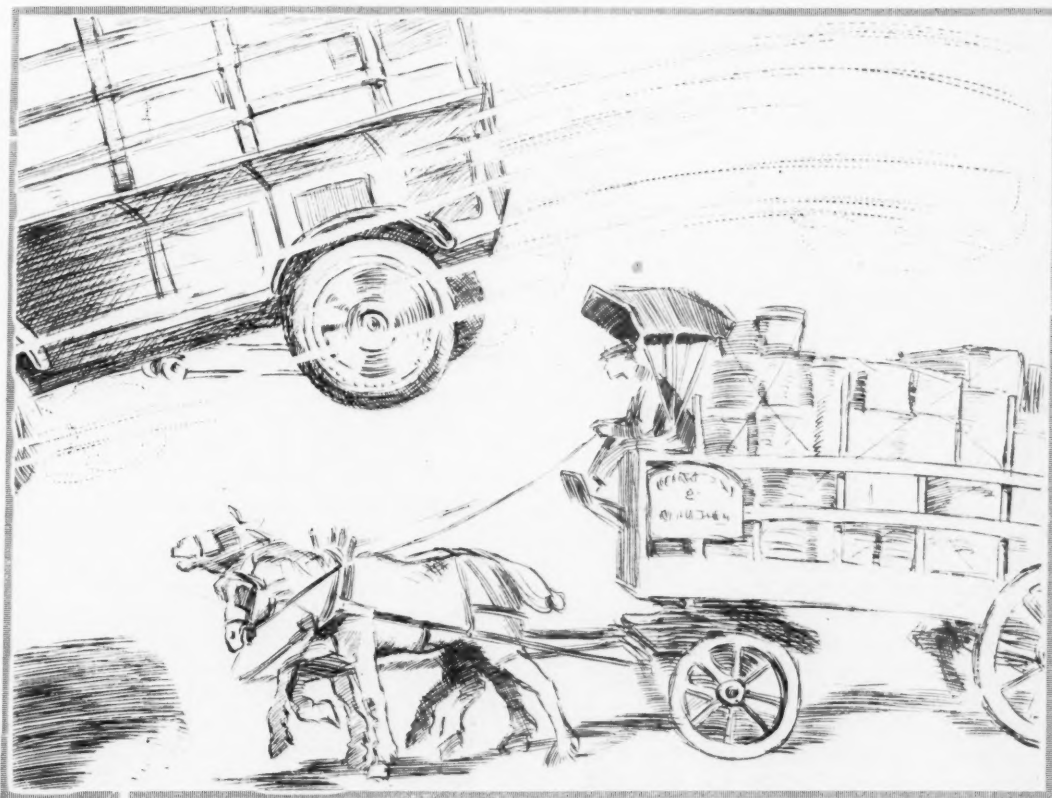
the aristocracy of brains, of worth, of efficiency and of usefulness.

"Slowly but surely the old order changeth." Yesterday the theory of political economy made a cardinal virtue of competition; today co-operation has become the greatest factor in constructive business. A century ago he heaped his coffers highest who charged most and gave least; today, from colossal corporation to diminutive shop, the effort is to give the most, in quality and workmanship, for the least sum consistent with fair and legitimate profit. For, "the laborer is worthy of his hire," and it is one of the functions of Rotary to uphold the dignity of labor. Time was, and not so long since, when the terms "hewers of wood and drawers of water" were terms of pity, if not of reproach, and it is a manifestation of a growing sense of economic justice of which Rotary is the embodiment and exponent, that they are no longer so.

Rotary believes that it is part of its mission to help realize the wonderful, beautiful dream of those Titans who rocked the earth at the time of the French Revolution, when the feudal system received a blow from which it never recovered, and from which it was destined to die—the dream of the liberty, equality and fraternity of all those who through labor unceasing, self-sacrifice and self-discipline, make and prove themselves worthy of the laurel which is surely the heritage of "he who endureth to the end."

Rotary hopes, through the spreading of its propaganda among the peoples of the earth, to help speed the day when "swords shall be beaten into plowshares and spears into pruning hooks," and when there shall, in truth and in deed, prevail "peace on earth and good will towards men." For the Gospel of Rotary is the Gospel of Service; and the idea of worthy, efficient service is incompatible with thoughts of greed, envy, hatred, malice or any form of injustice. Rotary stands for altruism in business, as opposed to grasping, myopic, inefficient egoism; its ideals represent the highest type and form of business conscience; it is the commercial recognition and avowal of the creed that "it is more blessed to give than to receive."

Those of its votaries who by example and precept diligently spread its tenets come to know that in very truth "bread cast upon the waters returns after many days," for through the strange and inscrutable but inevitable working out of nature's laws, it comes to pass that "HE PROFITS MOST WHO SERVES BEST."



## A Plain Man's Experience with Motor Trucks

By Laurence R. Dougherty

**T**HE man who considers the purchase of a delivery truck is naturally beset with conflicting statements and ideas.

He sees, on every hand, evidence of many others using trucks to an advantage, he sees the speed with which they travel, and he hears continually of large savings and is assured by salesmen that he too can save time and money by adopting the modern method of delivery; but what proof can he secure, or where can he go for disinterested opinion? It is perfectly right that he should ask for facts and figures.

When the question arose some time ago, whether it would be advisable for us to replace our present delivery equipment of teams with power-driven vehicles, I was entrusted with the commission to investigate and report on the following questions:

- (1) Is our present system of delivery efficient?
- (2) If not, would one or more trucks increase its efficiency?
- (3) What type should we use, Electric or Gasoline?
- (4) What make of truck should we buy?
- (5) Details of the investment.

The above questions demonstrate the attitude of our management in regard to any radical change of policy, large or small; in other words, they say "Show Me."

Before starting actual work, I sized up the problem from a distance and a remark I once heard an instructor make to a class of students in a lecture on life insurance, was recalled to me; it was as follows: "You know, or should know, what sort of policy is best adapted for yourself; all insurance is good, but not all insurance is good for

NOTE:—Mr. Dougherty is a member of the Philadelphia Rotary Club.

you; first, decide if you need insurance; next study your own particular case, select the right policy and then go ahead. The kind of policy you select will show how much or how little you understand yourself.

Accordingly, I determined to study our own delivery problem. We were operating six double teams, and during the rush season we were forced to work drivers and horses late into the night, but we delivered the goods to our customers and apparently everything was serene. True, we were killing horses, but humanity was to be eliminated temporarily as a reason for buying trucks.

I carefully compounded a list of our actual expenditures, covering a period of three years; I included every item that could in any way be construed as cost of delivery. The resulting figure was the first step toward answering question number one. As I had no means of comparison, I was obliged to accept it as normal.

I found that our teams were covering an exceptionally large area, and that on the majority of trips the major portion of the time was consumed on the road, not at the stops. If we could devise a scheme which would decrease the time between stops, it would, of course, increase the efficiency. It is evident that this could only be done in one of two ways, first to have more stops within a given area or to increase the speed of the vehicle from stop to stop. The first way is in a manner beyond our control. True, a shipping-clerk might cause a serious loss of time by ignorance or carelessness along this line. I found that we could not better conditions any in this respect. However, let it be understood that the nature of our deliveries is radically different from many others.

Take, for example, a large department store; their wagons drive from the store two or three miles to a given section, and remain within two or three blocks for an hour or more while a large number of small parcels are delivered. In their case the major portion of time is consumed while the truck or wagon is standing still, while our teams frequently drive twenty-five or thirty miles with only one or two stops. The conclusion was that a truck would be an advantage on the longer runs at least.

Now to answer question number three. Assuming that the one truck would do the work of one team quicker, the question arose, would it do the work of two teams or could we so arrange our work to allow the truck to work to its full capacity? I decided that

in busy seasons at least one truck should replace two teams, but it must run fifty to sixty miles per day over uncertain roads.

Question number four brought me face to face with a problem. I endeavored to book myself on the various makes of cars. Enthusiastic salesmen showed me all manner of trucks, each earnestly declaring his car the best for such and such a reason, while his competitor claimed his the best for reasons exactly the reverse.

I was whisked through the streets of our beautiful city, up hill and down dale, on demonstrators, the while being lectured by an earnest salesman who flung technical terms at me with such rapidity that I soon lost drift of his remarks completely and settled down to enjoy the bracing air and fleeting landscape. Mostly the weather was fine, and I hope the diversion caused by these rides was beneficial to my health; if not, then they failed to accomplish any good whatever, for when I was through, I was so befuddled that I determined to start all over again. I did!

I requested all the host of salesmen to allow me a month to recover my composure. I then went back to my original tactics—"To study our own conditions." This time I was first to determine the capacity of truck we required.

Our average load was bulky, but not heavy, and after considerable investigation, I determined that a  $1\frac{1}{2}$  to 2 ton truck was what we wanted; thus, did I eliminate all of the very large trucks; next, owing to the fact that our goods required a body of extra dimensions, and as all makes could not carry a body the size we require, a great many more were eliminated. There were now left about six good trucks. I called these representatives in and asked them to tell me why, and heard their replies to their competitors' arguments. It was now far easier to digest the details of six cars than it had been previously with sixteen. By this time I had things shaped in such a manner that the rest was only a matter of selection. I had six good makes before me, any one of which would fulfill our requirements. I decided on one of the six as being the best for our use. Next, came the investment which was, of course, very simple and of no interest. We bought one truck and had displaced three double teams. We have delivered our output and have saved money, actual money, over and above the intrinsic value of the advertising. We have now purchased a second truck and will, no doubt, secure a third and eliminate horses completely.



## The Tree That San Antonio Rotarians Built

By Porter F. Loring

*The spirit of the following story is one that prevails in all Rotary clubs—the spirit based upon the realization that “it is better to give than receive.” Every year, Rotarians have their Christmas trees for the little ones, who through no desire or fault on their part, are of the poor. To gladden the hearts of these little men and women—to bring them a message of cheer and hope, Rotarians have what they call “The Rotary Community Christmas Tree” about which the young are gathered and given toys, clothes, books, and other gifts. We have not space to publish in detail the “Good-fellow” Christmas stunts of all the Rotary clubs. San Antonio’s tree was unique and so we have accepted it as representative of all the Rotary Christmas trees.—Ed.*

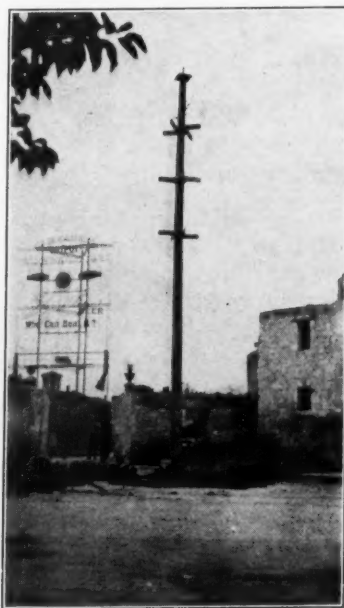
**M**ANY cities in this great land of ours have provided Christmas trees for their poor, but because our tree, the Rotary Community Christmas Tree, was different, we want to tell you about it.

First let me say to you that its success was brought about by the co-operation of each member of our Club. To no one man goes all the glory. It would not be right to say that every fellow felt the *responsibility* of what he should do, because *responsibility* is a poor word, and it was not responsibility that he *felt*; it was that thing, that good feeling that you have when you know you

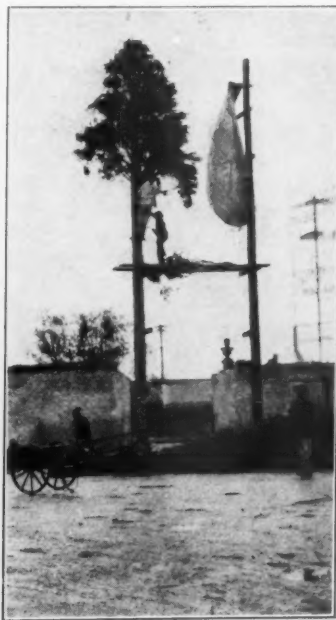
are about to do something that will bring happiness to others, and you want to hurry before the other fellow beats you to it.

To the glory of our Club, let it be said that every fellow vied with the other in his effort to create the most happiness.

We had a wonderful tree. Our hills, for miles and miles, were searched for just such a tree, but none could be found. And then a happy inspiration came to our Structural Iron member, and he proposed that he “build” a tree, right out in front of the Alamo, (where so many wonderful things have been done before), a tree that would in



The Telegraph Pole Used for the Christmas Tree That San Antonio Rotarians Built.



San Antonio Rotarians Making Their Christmas Tree.



The Christmas Tree When Completed by San Antonio Rotarians.

reality be a ROTARY Tree, and this is the way we did it:

We obtained the longest telegraph pole in the yards of the Traction Company, and after virtually perforating this pole, we placed it upon a base so constructed with cog wheels and pulleys, that it would, when properly connected to motor power, revolve at any desired speed. Then into each little hole that had been bored in the pole, we placed a piece of pipe about two feet in length, and to this pipe was fastened a branch of the desired length and formation, starting with the smallest branches at the top, and radiating out in size until we had built a tree that was over fifty feet in height, and far more symmetrical than nature's own production.

To this tree we fastened hundreds and hundreds of Christmas tree ornaments, their beauty intensified by the flashing of more than fifteen hundred colored electric light bulbs, their colors alternating as the tree slowly revolved, the Star of Bethlehem, which surmounted the tree alone remaining stationary.

The three hundred fifty newsbays of the city, carried a banner that was over two blocks long and it read: "The San Antonio Rotary Club Has Invited Us to the Community Christmas Tree and We Are on Our Way." After leaving their own headquarters, the newsies marched by the orphanage and acted as an escort to the orphans, leading them through the principal streets and to the foot of the tree, allowing the little girls to precede the boys; while with music galore, more than two thousand bags of candies and nuts, along with just as many pretty toys, were handed out to these little fellows as they passed in front of the tree.

Thousands of people stood on Alamo Plaza that night, and watched that Prince of Good Fellows, Raymond Hitchcock, act as our Santa Claus, and none who saw those little happy faces could for a minute doubt that "It is better to give than to receive." Every member of our Club enjoyed a happier Christmas because each little laughing face impressed itself upon him, and proved again that "He Profits Most Who Serves Best."

## March Topic For International Thought and Discussion

**S**HOULD a man be selected for membership in a Rotary club by reason of obvious potential qualifications for meeting the requirements of a good Rotarian, or should Rotary undertake to educate him in its tenets after his election?

The following two topics should have been published for consideration in February together with the one published in February issue. Any club that can find time to discuss these topics also this month should do so and report results to Glenn C. Mead, Chairman of the Committee on philosophy and education.

*How can the International Association best help the individual club, and how can the individual club best help the International Association?*

*Should Rotary clubs combine nationally or internationally?*

# The San Francisco Convention

By Guy Gundaker

A LETTER sent to the convention program and topics committee contained the sentence: "Greater men and greater Rotarians there never were than those of San Francisco and Oakland." The easterner who wrote these words could not help but effervesce with joy, as he thought of his fellow Rotarians on the Pacific Coast.

And why? It was because the Rotarians of San Francisco and Oakland have created two precedents which mean much for Rotary. In the first place, in response to a resolution passed at the Houston convention, they have called a halt on the lavish hospitality which had crept into International conventions.

Secondly, they have set aside their personal preferences as regards convention arrangements, and accepted a four days working convention, just as it came from the hands of the program and topics committee.

Where local clubs of an organization act as hosts, they are wont to feel that the making of arrangements is distinctly within the province of the local committee, and that it is their duty to provide a great and glorious time, even at the expense of the "worth-whiles." The decision, therefore, to act as hosts in deed, as well as in name, leaving the initiative for arrangements to the authorized officers and committee of the International Association of Rotary Clubs, reflects great credit on the Rotary spirit as shown in California.

Think of the advantages of these precedents in the future. The oft too generous impulses for entertainment in the past had begun to set a limit on the number of cities whose finances could take care of an International Convention. Hereafter, as a result of the stand taken in San Francisco, that limit is extended for many years to come.

Great goings-on have been arranged for the visiting Rotarians but the entertainment will be contempered and less prodigal. The cheerful acquiescence of the local committee in making its arrangements contingent on a program sent from International headquarters, needs stronger commendation than even a program and topics committee could pen.

All Hail Rotarians of San Francisco and Oakland!

H. R. Basford, a Rotarian stalwart, member of the Rotary Club of San Francisco, writes, "The San Francisco boys are for a working convention and will provide no entertainment for the delegates during convention hours." "After hours," however, is another story—likewise the delightful program arranged for the ladies.

It is proposed to make our convention week a university course in Rotary. The presence and the intensive concentrated efforts of all Rotarians is needed at the convention to build for the Rotary of the future. Every man in Rotary is part of the construction gang and he is asked and encouraged to participate in the convention proceedings. There is just now a necessity for a convention of great achievements.

The convention program and topics committee realizing the serious minded service now given to the discussion of Rotary philosophy, precepts and principles, has, in a measure, grouped the convention program about these themes.

A wide difference exists between the functions of an individual Rotary Club, and the functions of an International Association.

This differentiation demarks the arrangement and selection of topics for a convention program. Those topics which have to deal with the individual Rotary Clubs will occupy the time of the Round Tables. Those topics which deal with the administration of the objects of the International Association are the only ones which will come before the Convention of Accredited Delegates and Visitors. These objects paraphrased are:

1. Standardizing of Rotarian principles and practices.
2. Rotary extension.
3. Clearing-house for Rotary knowledge.
4. The establishment of world-wide Rotarian Fellowship.

The BUSINESS SESSIONS of the Convention start on Monday, July 19, 1915, and continue until Noon, on Friday, July 23, 1915.

A skeleton of the working sessions is as follows:

MONDAY  
MORNING

Opening of Convention.

Reports of Officers, and of those Committees

NOTE:—Mr. Gundaker is a President of the Philadelphia Rotary Club and Chairman of the 1915 Convention Program and Topics Committee.

whose reports require explanation, further consideration, or which present information. The other Committees have been assigned to those sessions which consider particular problems coming within the province of the particular Committee.

#### MONDAY AFTERNOON

Meetings of Trade and Professional Sections. These meetings have been advanced to this part of the program for three reasons. First: To promote acquaintance in the early part of the convention. Second: To provide an opportunity for an adjourned meeting. Third: Because it is one of the most important features of an International meeting. The Trade and Professional Sections will have a thorough try-out at San Francisco.

#### MONDAY EVENING

Meeting is under the auspices of the Public Affairs Committee, and deals with the International Problem of "Peace."

#### TUESDAY ALL DAY

Devoted to Numbers 1, 3 and 4 of the objects of International Association of Rotary Clubs as stated above.

The Morning Session will receive the Report of the Committee on Business Methods and consider the added topics of Business Co-operation, Business Probity, and Rotarian Fellowship.

The Afternoon Session will receive the Report of the Committee on Publicity and Information, and the Report of the Committee on Philosophy and Education. Papers on allied topics will be prepared to make this the great Educational day of the Convention.

#### WEDNESDAY MORNING

#### AND AFTERNOON

The Round Tables, of Club Presidents, Secretaries, Membership Committees, etc., each of which will be convened by an International Vice-President.

#### WEDNESDAY EVENING

Annual Banquet will be held at which nominations will be made for officers and directors of the International Association of Rotary Clubs.

#### THURSDAY MORNING

Convention moves in a body to Oakland where the election of officers and directors will take place.

International President, Frank L. Mulholland will preside at the meeting for the election of Directors.

The Convention Session will be held in the Municipal Auditorium, to receive the Reports of Committees, and complete the unfinished business of the Convention.

#### THURSDAY AFTERNOON

Special discussion of Rotary Extension, followed by the installation of officers, and farewell speeches.

#### FRIDAY MORNING

The newly elected Vice-Presidents will confer with the delegates residing in their respective divisions, and make plans for future Conferences.

The climax of the entire convention is to be the Round Table on the Philosophy of Rotary, to which all delegates and visitors are invited.

This Round Table is held for the purpose of gathering together the threads of inspiration, knowledge and dreams of the San Francisco Convention.

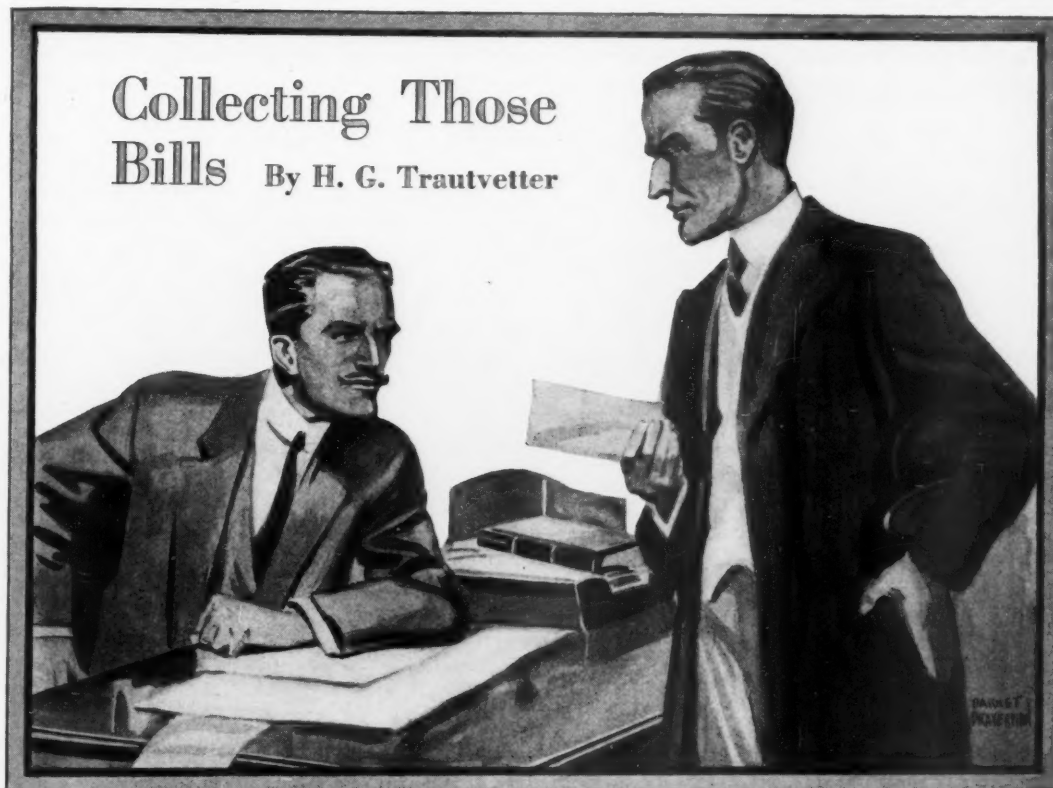
**EVERY** man in Rotary is part of the construction gang.—Gundaker.

"ARE YOU GOING TO THE SAN FRANCISCO CONVENTION?"



## Collecting Those Bills

By H. G. Trautvetter



**Y**OU MIGHT as well ask a physician how he goes about it to make his patients well as to ask the professional bill collector how he collects "those bills."

The double equation of creditor and debtor enters into each and every bill and makes for a variety as big as humanity itself. I am often asked, "Now how are you going about this collection?" Unless I should happen to know all the particulars, both pro and con, regarding the claim in question, I am forced to admit that I can't, as yet, say just how I will go about it. You can never tell until you get into the matter just what has to be done.

The first essential in a collection agency, that hopes to handle anything like a paying volume of business, is a good working system in listing accounts and keeping track of future promises to pay. I use a double listing method, one for the creditor and one for the debtor. It can be readily appreciated that we would find it necessary to know what claims had been handed us by any given client, and likewise, it is necessary that we

have some record as to what claims we have against any given debtor.

In the absence of any special orders to the contrary, the first step I take, after an account has been duly listed and prepared for the collector or for the mail, is to get word to the delinquent. Where the claim is against a local debtor, I give the outside collector the first whack at it. In case the delinquent is out of the city, I mail him notice that the account is in my hands for collection and make demand upon him for payment. The collector is allowed to continue his efforts until settlement is effected or until such time as it becomes apparent that he is unable to make any progress with it. In the latter case, the bill is taken out of the route and handled by the office force. When all other means of bringing the matter to an issue fail, I resort to legal action whenever the client sanctions it and follow up the judgment (if secured) by resorting to every legal action feasible in order to realize on it.

For the outside collectors I use a special subdivided alphabetical card index and all bills not in use for the day, are filed away in this awaiting their next turn out again. In order to make the handling of the bills easy,

NOTE.—H. G. Trautvetter conducts the Peoria Collecting Agency and is a member of the Rotary Club of Peoria.

I have a regular bill cover for each bill. On this is a printed form for the name of the creditor, amount claimed, debtor's name, residence and business address, occupation, changes of address and the rest of the space is taken up for the collector's notations. These bill covers are made of a tough quality of paper capable of withstanding a great deal of handling, for whereas some bills are paid within a short time, others again require a great deal of time to collect. We have lots of bills that run into considerable money that we collect in small weekly, bi-weekly and monthly installments, and the result is that the bill covers are handled a great many times before a final settlement is reached. So the need of a quality of paper that will stand the handling is apparent.

#### **Keeping Track of Claims.**

As a means of keeping track of the bills that the collectors have out for the day, I use a tickler card. Whenever a collector takes a bill out of the office, this card is taken out of the bill cover and acts as a charge against the collector until such time as the bill is returned again. This card, in addition to bearing the same general information regarding the claim that the bill cover does, with the exception of the collector's notations, also has running along one edge of it the figures 1 to 31 inclusive. In filing claims away for future use a signal, bearing the date the bill is to go out again, is placed over the respective number. This signal is a little metal clasp bearing a number or abbreviation of a month or any other character desired. If we wanted a bill to show up at any future time of the month we would simply attach a clasp bearing

the required numeral over the corresponding numeral on the tickler card and file both bill cover and card in the card index. Should we want to file the bill away for some day in a future month, all that would be necessary would be to attach an additional clasp bearing the abbreviation of the month desired. This system works itself. Nothing is left to memory. All you have to do is to file correctly and each claim will show up at the desired time. At the same time each claim is where you can refer to it before it shows, should the necessity of doing so arise.

#### **A Collector's Qualifications.**

So much for the system of keeping track of the claims. I will now touch upon the methods usually employed by the collector who makes the personal presentation and demand. One of the first things a collector must learn, in order to get along well, is how to approach the people. First impressions are lasting, as was duly attested by the fellow who had the trip hammer fall on his thumb, and the first impression that a bill collector makes on the delinquent is likely to spell success or failure, as the case may be. It happens, though rarely, that a bill is paid on first presentation, but usually the debtor is taken by "surprise" or finds or alleges to find fault with the bill. In either case the bill has either to be dated ahead on promise of future payment or referred back for further particulars. The collector is expected to use every possible means, short of an open rupture, to come to some understanding with the debtor and to keep calling on him at as frequent intervals as possible in order to bring the matter to a conclusion. It is simply

**YOU** might as well ask a physician how he goes about to get his patients well as to ask the professional collector how he collects "those bills." The double equation of creditor and debtor enters into each and every bill.

unbelievable how much dunning some people can stand for. The collector is often put to a severe test in diplomacy in keeping his own temper, as well as keeping on the good side of the debtor. You know some people will get peeved if you persist in keeping after them with a bill.

Part of the outside collector's work is in tracing people and getting information about them. If we are thoroughly cognizant with what a debtor's occupation is, where he works, where he resides, with what regularity he is employed, what he earns, when he gets paid, how large a family he has (provided he is a married man), whether or not he is residing with his family, and if residing with it, is duly supporting it, what his general habits are and so forth ad libitum; I say where we know these things we are better fitted to know how to proceed with the collection of an account than where this knowledge is lacking. It is therefore very essential that such knowledge as this be picked up by the outside collector whenever and wherever possible.

Whenever the outside collector's efforts fail the bill is taken out the route and then handled by the office force. I employ a series of printed form letters to cover ordinary items and where necessary dictate special letters. I am often asked what I say to delinquents in my special letters. I can only answer that I try to make the "punishment" fit the "crime." It largely depends upon who the debtor is and what the conditions are surrounding the indebtedness.

"If wisdom's ways you wisely seek,  
Five things observe with care,

To whom you speak,  
Of whom you speak,  
And how and when and where."

This is a very good adage for the bill collector to remember, either in making personal demand or in writing to a delinquent. On one occasion I even wrote a letter in rhyme before I succeeded in getting any response from the delinquent. His name was Danley and I started out with the question,

"Is this our man Danley  
Whom we all thought so manly?"

This sort of thing was too much for him, so he gave in and "came across." I do not, of course, advocate dunning letters in rhyme but simply mention this case in order to show to what extent one can go in writing dunning letters. The main thing in the business is to keep in close touch with the delinquent and to keep the matter of his indebtedness before him as much as you possibly can without getting him sore at you. This does not apply to those debtors who flatly refuse to pay, but to such as show a desire to pay, who find it convenient to put off payment from time to time, first for one reason and then another.

Collections by mail are handled much in the same manner in town as out of town, with the exception that in town the personal demand has already been made before the matter is taken up by mail, while out of town the matter has first been taken up by mail before the personal demand is made. This personal demand is made by the local correspondent residing in the same town in which the debtor does, to whom (the corre-

**F**IRST impressions are lasting, as was duly attested by the fellow who had the trip hammer fall on his thumb, and the first impression a collector makes on the delinquent is likely to spell success or failure.

**I**T IS simply unbelievable how much dunning some people can stand for. The collector is often put to a severe test in diplomacy in keeping his own temper, as well as keeping on the good side of the debtor.

spondent) the claim is finally forwarded for attention.

The last step, and one frequently resorted to in order to bring a disputed or otherwise uncollectible account to an issue, is through a course of legal action. Unfortunately one often "sues the beggar and catches the louse." However, we frequently win out by having execution after execution served on the judgment debtor. Every now and then some fellow will fail to schedule or if he schedules, fails to schedule in time and then we "get him." Whenever this happens I feel in thorough sympathy and accord with the hen that has just laid an egg. It surely does give one that delightful feeling when catching one of the D. B. fry after you have chased him all over the pond of delinquency and he has successfully eluded you at every step of the game.

It is, on the other hand, not so rare a thing to have the delinquent really appreciate the result. I know of several cases where

delinquents have turned over a new leaf after having been forced to settle, and paid me regularly and willingly afterwards on other bills we got against them later on.

This leads me up to my closing thought and that is, that whereas the collection agency is primarily in business for the money there is in it, at the same time there is a higher and nobler view to take of the work than simply mere dollars and cents. Just as the real artist, musician, painter or sculptor considers not alone the monetary end (some even overlook it, although this can't perforce be the case ever with the collection agency), but also considers the benefit bestowed on his fellow man, so should the conscientious collection agency not only consider its own selfish end of mere dollars and cents, but also that higher and nobler view of performing a real service to mankind and that not only a service to the creditor but to the unfortunate debtor as well, in enabling him to get square with the world.

### A Custom Worthy of General Adoption

**T**HE custom of having THE ROTARIAN reviewed before the whole club is being followed with regularity. Both the reviewers of the February number and the Rotarians generally decided that the February number of THE ROTARIAN was the best issue that has yet appeared.

S. W. McGill, Nashville Rotary Club.



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## Rational Optimism and Pessimism

By R. E. Gosnell

**T**HERE are two forms of optimism; there are also—if I can logically say so—two forms of pessimism—good and bad.

A pessimism is good which stares facts in the face—takes nothing for granted and sees the danger of following a certain—though perhaps rosy-looking—course, and avoids it.

It is a poor kind of optimism that shuts its eyes, opens its mouth and expects to suck in all the good things of the world coming its way. There is a kind of optimism that induces people sometimes to skate on very thin ice. A wise man does not try to walk on the water. A wise man goes in boats or builds a bridge and walks over it. Only gods walk on water.

One kind of optimism is based on ignorance or the lack of the facts and on personal vanity. It gives a man a self-confidence and importance in which he loses his sense of proportion relative to the rest of the community. No one is so badly deceived as he who deceives himself. True optimism is based upon a knowledge of the facts and, therefore, engenders confidence in its possessor and in the material and moral forces of the community and of the nation. It stands with two sound legs on solid ground. It is the kind of optimism that is inspiring our people today. It does not unduly magnify the resources of the country or exaggerate personal assets.

There is a kind of optimism that leads to inflation, to unhealthy stimulation of activities, to wildecating, to excessive promotion. These things we know to-day carry many evils in their train and are the enemies to legitimate business. It isn't the band wagon that wins the victories nor many of the men who ride in it. Boost, don't knock is a good motto. Boost, not boast, but be sure you can deliver the goods you advertise.

True optimism, if I mistake not, is well represented in Rotary clubs composed of business men who realize the possibilities of business and life in their community and their nation, and who above all things desire their welfare as the result of commercial and industrial development upon sound lines—in other words—keep the wheels of progress moving.

The bad pessimist, or I should say the real pessimist,—and according to the dictionary

there is only one kind, the bad kind, but as I have assured you by a contradiction of terms, there is a good kind—the real pessimist always looks at the worst side of things, always has a grouch, always speaks ill of his neighbor, always knocks, always looks glum, always sees imaginary lions in the pathway of life. In a time of trial he pulls hard on his purse strings and prefers a stocking to the Bank of England in which to deposit his savings. You will remember the story of the life-long pessimist who on his deathbed realized his mistaken view of things. He called his family about him and said: "My dears, I am dying. My life, as you know, has been always filled with troubles and worries. I want to tell you with my last breath that the most and worst of these never happened."

A pessimist is a clog on the wheels of progress. May I tell you a story somewhat at my own expense? I was standing the other day in one of the Government offices talking with a member of the Colonist staff when a man with rather a solemn expression passed through. As he went by we spoke and he smiled. When out of hearing the Colonist representative remarked, "I have seen that man often and this is the first time I ever saw him smile. It must be because you are here." "Oh," I said, "he always smiles when he sees me." You needn't think that there is no latent humor in the Colonist makeup, for the reply was "He must think you're a joke." Well, my point is that a man who always smiles even at a joke is an optimist.

An optimist has a strong sense of humor. A pessimist never sees a joke unless you carefully dissect it for him, and even then the real sense of it is lost. An optimist is cheerful, wholesome, generous in his instincts, public-spirited. His trinity of virtues are faith, hope and charity—charity meaning love of mankind. An optimist looks through one end of a telescope and a pessimist through the other with corresponding results.

An optimist is the only kind of a chemist who can extract rays of light from cucumbers.

In the present war situation which affects the most remote parts of the earth, the great anxiety of the world is not so much on account of the loss of life and the terrible suffering as the loss of money. Hundreds of thousands from every part of our Empire

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NOTE:—Mr. Gosnell, Secretary to Sir Richard McBride, the Premier of British Columbia, is a member of the Victoria Rotary Club.

are willing, aye, eager to give themselves to their country. People everywhere are cheerfully giving up their relatives and friends to this great sacrifice. The *great* fear is loss of money, reduction of income, loss of property. Fear is one of the worst forms of pessimism. When we come to really think of it, money needs to cut very little figure after all. We are so used to think in terms of money that we think we cannot do *without* it. Money *as* money has no intrinsic value. It is simply a token of credit which exists and would exist without money altogether.

In the old days in Eastern Canada, I even can remember when there was scarcely any money at all. The basis of nearly everything was barter. All of the farm work outside of a man's own labor and that of members of his family, was done by "bees"—another name for free interchange of work among neighbors. I feel quite safe in saying that despite the hard conditions of that pioneer life the people of those days were quite as happy as their successors of to-day. Of course, in its last analysis, such a system would be socialism, to the doctrines of which I do not subscribe, mainly because it would eliminate that ambition of self which is the stimulus to all best individual effort. I only refer to it to show that that most matter-of-fact thing, money, is something largely psychological. I just want to emphasize the important fact that if we only made up our minds and were willing to produce as usual what other people want, we could get along without money, at least while the war lasts. In *peace* times, nine-tenths of the business of the world is done on credit—not with money. It is the mission of optimism, the mission of the Rotary clubs, to maintain credit in *war* times.

As a concrete illustration of what may be done by the use of credit, I may refer to the present situation in British Columbia. You know there is a great cry now of "back to the land." We complain that our lands are not producing as they should, and our producers complain that they cannot profitably sell what they produce, notwithstanding the demand for such produce and the high price paid by the consumer.

There is in the circumstances a two-fold disposition on the part of many people. The first is to use the situation as a club with which to beat the Government; that is political and quite natural and I shall therefore not discuss it. The other is to lean on the Government—in other words, "let George do it." If the people realized more

fully that the Government is only the people themselves in a collective sense, and what the Government does the people have to pay for, they would re-adjust somewhat their point of view. People should rely more on themselves individually and not so much on the abstract totality.

In a letter to the press recently I pointed out that assuming that there are 10,000 farmers in British Columbia and that if they each signed a collective note to the extent of \$500.00 they would establish a credit of \$5,000,000.00, and in banking circles' experience, small credits have proved to be the best of all credits. Five million dollars would do things in agricultural development for British Columbia, believe me, as our American friends would say.

Germany, contrary to our notions it may be, is the greatest agricultural country in the world. Fifty years ago, the German farmer, who was practically a peasant, was terribly poor, lived from hand to mouth and was the prey of the usurer at any rate of interest. His crop was often mortgaged as soon as the seed was sown. What brought about the marvellous change? Simply the establishment of credit by means of agricultural credit associations, rente banks, etc., whereby the poor people with their small credits pooled them and went to the bank and got money at 4 per cent instead of 40. It was purely private and not governmental. These co-operative associations developed to such an extent that now in the magnitude of their transactions they overtop in the extent of capital involved any other monetary institution in Germany. The farmers of other countries in Europe adopted the principle successfully. Ireland is a conspicuous instance. Denmark, twenty-five years ago, was a poor, famishing country. Today through co-operative efforts it is the richest and most productive per capita of its population in the world. The Government of Denmark, though it guided, directed an encouraged, did not do it. The people themselves did it. Credit, co-operation and increased production are the needs of British Columbia today. They are essential in combination. Co-operation is the base. Credit is the trade mark of success.

Co-operation may be likened to a band of men and women standing in a circle holding hands. It represents strength through unity and commonness of purpose, the great, the only wheel of fortune in a Province, in a Nation, or in an Empire.

## The Conference at Wichita

*The Conference of the Western Division of the International Association of Rotary Clubs at Wichita, Kansas, January 12 and 13, accomplished all that the most optimistic had anticipated—and more. This was indeed a "get-together" meeting, effective in broadening the concept of Rotary and in helping each one to see the bigness of the organization and the principles it upholds. The conference was unanimous in favor of retaining the present limitations of Rotary membership; adopted resolutions favoring the establishment of world peace through the joint action of all the nations upon invitation of the United States; awarded a silver loving cup for the best letter "Why I Am in Rotary"; and adjourned bubbling over with enthusiasm.*

**By Geo. I. Barnes**

*(Secretary Rotary Club of Wichita and Secretary First Western U. S. Division Conference.)*

**T**HE Rotary Clubs of the Western Division of the United States met in Wichita, Kansas, in January. There were some forty visiting Rotarians present and during the two days conference, at some time, every member of the Wichita Rotary Club was present, basked in Rotary sunshine, and drank deep of Rotary wisdom.

Local members sat in the sessions of the Conference. They heard some splendid addresses by the biggest Rotarians in the Western Division, and they commenced to think: What is Rotary? What new achievements are coming? Am I really and truly a part of this great movement? What can I do toward bettering my club, my city, and mankind?

Today, the members of the Wichita Rotary Club have shaken out the cobwebs from their "Sarah-Bellums." They've uncured the kinks from their think-tanks. They are bubbling over with enthusiasm. They think more of each other, and work in better unison for the benefit of all.

They're full of Rotary and its possibilities. They are anxious now to do something more for the other fellow, and to pull off something big for the community at large. Ideas are developing, the will to do them is there, and nothing but a larger future for the Wichita Rotary Club can result.

**By C. W. Dawson**

*(President Rotary Club of Muskogee and Member Executive Committee, First Western U. S. Division Conference.)*

**M**Y IMPRESSIONS of the Wichita Conference are so many I am at a loss to condense them into a few lines.

The first flood of memory is of the warm-hearted hospitality of the Wichita Rotarians which greeted us as we stepped from the train and kept constant watch over our comfort and entertainment.

The next memories are those of the renewals and beginnings of acquaintance with a host of fine men and women; our disappointment at the unavoidable absence of Mulholland and Perry; our joy at seeing Greiner and that lovable and merry saint, "Handly of Austin," and dozens of other old friends.

The business of the Conference brought about an interchange of many valuable ideas and, if every club gained as many suggestions and as much inspiration as did ours, all were well repaid for the expense of sending delegates to Wichita.

The one great event—the one which over-topped all else and marked an epoch in the history of Rotary—was the kindly and masterful reply of Russell Greiner to Skeel's article on "Greater Rotary." The sentiment of the Conference that the present limitations of Rotary membership be not removed, was absolutely unanimous.



*Busy Rotarians at Wichita Conference. (From left to right): Past International President Russell F. Greiner, Father John Handly of Austin, Harry W. Stanley of Wichita, International Vice-President Albert H. Cornell, H. A. Olmsted of Dallas, and International Director Gratton E. Hancock.*

## Why I Am in Rotary

By D. H. Linebaugh

(Letter which won the prize—a handsome loving cup—at the Wichita Conference.)

**T**HE source from which man comes, the relation that he sustains to things material and immaterial while he lives in the world, and the destiny to which he is tending, are the most momentous questions with which men can be confronted.

Any organization or association which endeavors to ascertain and present to its members, a correct answer to these momentous questions, should, and does, attract attention from all right-thinking men.

Men everywhere are beginning to realize that the work in which they can engage that is really worth while, is work that has for its ultimate object and purposes, the elevation, the betterment, and the happiness of their fellowmen. Men should be brought to know that no matter what their station in life may be, they influence, for weal or woe, some other life; that a man may be a recluse or hermit, yet, such is the wise provision of Providence, that somewhere and at some point, his life will touch some other life. Every thought we think, every word we speak and every act we perform, is, as it were, a wave set in motion upon the great sea of Time that never ceases until it lashes upon the shores of Eternity. There-

fore, any organization or association endeavoring to impress upon its members this great truth, is such an one in which all men should seek membership.

We are taught by Holy writ that to give is more blessed than to receive, and that he who would become a ruler among men must first learn the great lesson of service to men. To have impressed upon us these great and divine truths, makes us stronger, better men, broadens our vision of life, and makes the ultimate goal to which we are all tending more easily attainable.

Because Rotary teaches its members to radiate optimism, frown upon jealous rivalry, but encourage friendly and fair competition; because it contributes liberally to all worthy charity; because service to its fellowmen is its keynote, and thereby it teaches the common brotherhood of man; because it answers in the affirmative the great question, "Am I my brother's

keeper"; because it seeks to impress upon its members their divine origin, in teaching them the common fatherhood of God, and thereby seeks to teach its members how to live and therefore to at all times know how to die, and because it teaches its members that they may attain, as their ultimate destiny, everlasting life, are some of the reasons why I wanted to become a Rotarian.



Prize Loving Cup for best letter on "Why I Am in Rotary," donated by International Vice President Robt. H. Cornell.

NOTE: Mr. Linebaugh is the District Attorney at Muskogee (Okla.), and member of the Rotary Club of that city.

### Peace Resolution Adopted by Wichita Conference

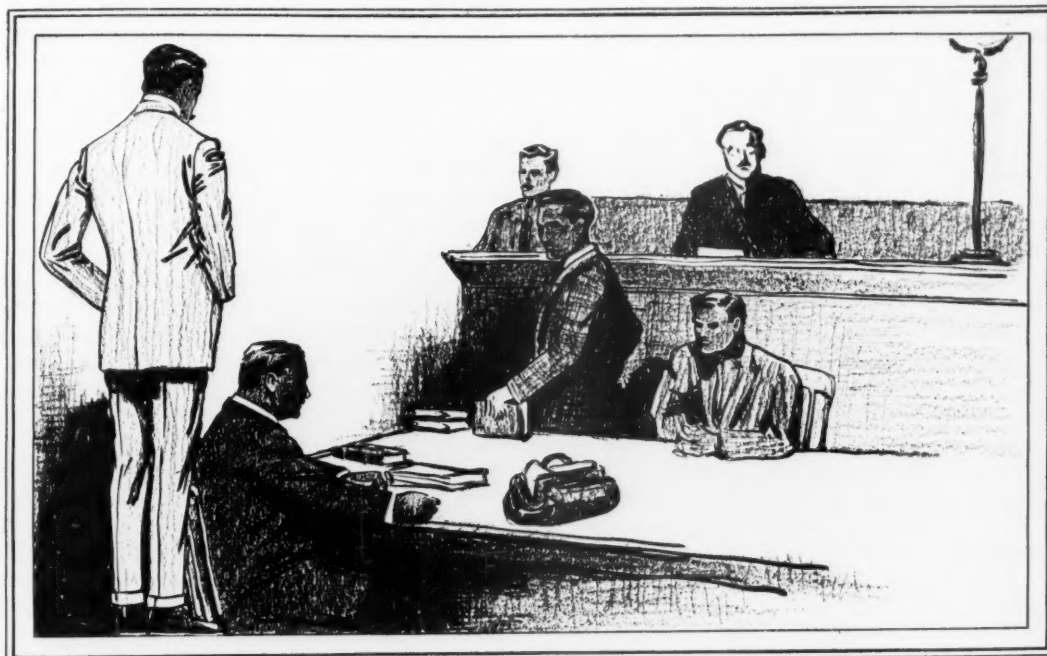
WHEREAS, The International Association of Rotary Clubs is definitely committed to the promotion of international peace, and

WHEREAS, Senator Robert L. Owen, on January 5, 1915, introduced in the Senate of the United States a joint resolution to request the President to issue immediately after the close of the present war in Europe an invitation to the nations of the world to send delegates to meet at The Hague, Holland, to propose a plan to their respective governments for an international arrangement to prevent future aggressive wars, with a provision for an interna-

tional army and navy for the maintenance of peace and for the enforcement of the rules upon which international peace may be assured by such proposed arrangement; now, therefore,

BE IT RESOLVED, By the Western U. S. Division of the International Association of Rotary Clubs, assembled in Conference at Wichita, Kansas, this 12th day of January, Nineteen Hundred Fifteen, that we commend Senator Robert L. Owen for the spirit which prompted the introduction of that resolution and urge that the same be adopted.





# The Business Man's Attitude Toward Courts and Lawyers

**By Hugh Potter**

THE other day, the entertainment committee of my club asked me to justify my existence. They came to me and said: "We represent the average business man in the Rotary club, and we are disgusted with the law and all its instrumentalities, particularly the lawyers, and we dare you to try to explain away our idea of your worthlessness."

I take it that the complaint of this committee, and therefore of the average business man, was directed especially at the young lawyer; otherwise, the attack would have been upon some one of the several other members of the profession who also belong to my club, all of whom are older than I. Perhaps they calculated that, being less experienced in the subterfuges and less accomplished in the wiles of the profession, my answer and refutation of their charge would be a weak one. And, indeed, they have calculated well, for at this time, having been in the practice but a year, I don't know that I am able to justify my professional existence; I don't

know but that I partake of at least a part of the disgust which the average business man harbors for the legal profession. In fact, I am about to conclude that the chief function of the young lawyer is—to grow older. My only hope and consolation is an injunction given me when I left the law school of the University of Texas by the venerable dean of that institution. “Keep well in your mind,” said he, “the fact that you are a lawyer and some day perhaps the community in which you live will discover your secret.”

In being thus forced to show why I should be permitted to exist, I feel somewhat as did the young fellow in a certain military institute. He was out prowling around one night on the campus. The guard for the night spied him and in accordance with the military regulations called out "Halt, who goes there?" The young man being in a facetious mood cried back through the darkness, "Moses." The guard was not to be outdone, and his next command was, "Advance, Moses, and give the ten commandments."

Seriously, no one, not even the lawyer, can deny that there is something wrong with the

NOTE:—Hugh Potter, attorney-at-law, is a member of the Rotary Club of Houston, Tex.

law and that sometimes it seems that the courts and lawyers exist for the purpose of delaying and perverting justice. It is not surprising that the business man will sometimes prefer to sacrifice the greater part of what he considers a just claim rather than submit to the delay and inconvenience of a suit. Perhaps he has had previously a controversy in which he knew that right and justice were on his side, and yet, because of its importance, involving a large amount of money, it was appealed to the higher courts, and it took him upwards of three years to secure the actual possession of that which all the time had rightfully belonged to him. One experience of this kind engenders in the litigant a dislike and a distrust for the courts and for the lawyers.

My purpose is not to condemn the business man for taking this attitude, because I believe *he is entitled to a tribunal and a bar so organized as to afford him a speedy and effective settlement of the ever arising difficulties of the commercial world*; my purpose is rather to indicate to the business man the ways in which he can materially assist in the curing of a congestion which the bar deplures and which it stands ready to alleviate as soon as there is anything like a common agreement as to the best method of bringing about that relief.

*To my mind, the principal remedies for the improvement of the civil practice are three: one to be applied by the lawyers, the other two depending upon the business man himself.* I will mention these remedies in the order of their importance.

*First, there should be a reform of legal procedure, a simplification of the rules of practice under which a cause is tried below and appealed and considered above. Simplicity, directness and the absence of technicality should characterize the construction of pleadings and the presentation of evidence. Almost all lawyers recognize this necessity, and practically every state bar association in this country has passed resolutions looking in this direction. The only differences of opinion are as to details. In other words, there is going to be a reform of court procedure in the near future and the legal profession is going to bring it about, so that the business man need not trouble himself further on this score.*

The *second* remedy has to do with the difficulty in securing honest and intelligent juries. For one who has not been in the court room a good deal it is next to impossible to realize how extremely difficult it is

to avoid on the one hand *the professional juror*, and on the other *the incompetent juror*. Upon whom rests the responsibility for this difficulty? *Upon you, the business men!*

You are the men in this community who are accustomed to think for yourselves, experienced in the ways of life, capable of forming estimates and making nice distinctions, unmoved by the passions and prejudices which pervade the court room. If justice is to prevail, you are the men who must sit upon the juries, and yet, seventy-five per cent of you evade jury service whenever it is possible to concoct an excuse. When your own case is called, you want a good, honest, intelligent jury, but when some other fellow's case comes on for trial, you are unwilling to inconvenience yourself to serve. You seem, then, to take the attitude that the whole purpose of the court and of the lawyer is to get twelve men in a box and jam down the lid. Stop to realize that during 1913, four thousand suits were filed in Harris County (Texas) in the three district courts for civil cases alone, that sixteen hundred were actually disposed of during that year, and try to see the utter impossibility of securing enough high-minded and well-principled jurymen if you business men refuse to serve.

My *third* and most important remedy *has to do with your selection of a lawyer to transact your legal business.* I will not waste time writing about crooked lawyers. Every calling has its undesirables, yours as well as mine, and there can be no doubt but that the legal profession is blessed with its full share. We deplore their presence even more than you do, but we must depend upon you to eradicate them. However persistently we may try, it is next to impossible for *us* to expel all of them, but *you* can with the utmost ease annihilate them by a very simple process, to-wit, refuse to employ them.

But this is not what I mean by my third remedy. That remedy consists in the business man, *the litigant, selecting his lawyer according to the particular kind of legal work he wants performed instead of entrusting all his legal work at all times to one lawyer.* Let me explain. In England, there are two principal kinds of lawyers, the "*barrister*" and the "*solicitor*." In the United States, we recognize this distinction partly in the use of the terms "*trial lawyer*" and "*office lawyer*" but the average business man never stops to think whether the lawyer he has employed is better adapted to trial or to office work. The result is apparent to any one who will pay the courts frequent visits. *A great*

majority of trials are poorly conducted, and much valuable time is wasted. The conduct of a case in court is a peculiar art, for which many most excellent lawyers otherwise are not fitted. The lawyer most learned and profound in the theory of the law may yet be the most clumsy and laborious in the court room. One adapted to and experienced in the trial of cases will not require more than a quarter of the time taken by the most learned but inexperienced trial lawyer in developing his facts. His points of law and issues of fact will be clearly defined and presented to the court and the jury in the fewest possible words. He will in this way avoid many of the erroneous rulings on questions of law and evidence which are now upsetting so many verdicts on appeal. He will be likely to bring about an equitable verdict in the case which may not be appealed from at all, or if appealed, will be sustained by the higher court instead of being sent back for a retrial and the consequent consumption of another judge and jury in doing the work all over again.

High class court room work requires great ingenuity; a habit of logical thought; clearness of perception in general; infinite patience and self-control; power to read men's minds intuitively, to judge of their character by their faces, to appreciate their motives; ability to act with force and precision; a masterful knowledge of the subject matter itself; an extreme caution and the instinct to discover the weak point in every witness under examination.

Let me illustrate by relating an incident showing how a clever cross examination can sometimes annihilate the plaintiff's case. A man was suing for damages in a large sum resulting from a severe injury to his right arm and shoulder in a railroad accident. The plaintiff was on the witness stand, his right arm being heavily bandaged, and, led out by his counsel, he had been describing in a striking manner the intense pain and inconvenience caused him by being unable to raise his right arm higher than a certain level. The jury were evidently impressed with the total uselessness of the arm in that condition and a large verdict seemed imminent. Counsel for defense suspected that the witness was fabricating, and pursued this line of cross interrogation:

COUNSEL: "You say you can't raise your right arm higher than your shoulder since the accident?"

WITNESS: "That is all."

COUNSEL: "Show the jury just where you can get it up to."

Most ready to comply, the witness slowly raised his right arm, with divers indications of excruciating pain, until it was on a level with his shoulder.

COUNSEL: "Now, is that as far as it will possibly go?"

WITNESS: "Yes, sir" (with firmness).

COUNSEL: "All right." (The witness lowered the arm.)

COUNSEL: "Now (smoothly and without any change of expression) show the jury just how high you could raise that arm before the accident."

Instantly the witness' right arm shot straight up at full length, and the court room was filled with laughter.

Again note this inexcusable effort to discredit the testimony of an opposing witness:

COUNSEL: "Mr. Jenkins, will you have the goodness to answer me directly and categorically a few plain questions?"

WITNESS: "Yes, sir."

COUNSEL: "Well, Mr. Jenkins, is there a female living with you who is known in the neighborhood as Mrs. Jenkins?"

WITNESS: "There is."

COUNSEL: "Is she under your protection?"

WITNESS: "Yes."

COUNSEL: "Do you support her?"

WITNESS: "I do."

COUNSEL: "Have you ever been married to her?"

WITNESS: "I have not."

(Several jurors scowled gloomily on Mr. Jenkins.)

COUNSEL: "That is all, Mr. Jenkins."

OPPOSING COUNSEL: "Stop one minute, Mr. Jenkins. Is that female your mother?"

WITNESS: "She is."

To return then, the point I seek to make is that the business man himself can be of tremendous assistance in the clearing of our court calendar and improvement of our present system by simply insisting that his litigation be conducted by a skilled trial lawyer, leaving the work of a solicitor or adviser for the office lawyer.

It is often said that the office lawyer charges the largest fee, and that his services are sometimes made the basis of outrageous fees.

In conclusion let me suggest, if you are ever thus imposed upon, the use of a formula invented by a certain Houstonian in his dealings with a lawyer of very pompous mien and portly carriage, who practices at the local bar. A client dropped into his office one day and casually asked for advice upon an insignificant matter. The lawyer reared back in his capacious arm chair and said: "I usually get paid for telling all I know about a subject." The client laid a four-bit piece on the desk and replied: "Tell me all you know and give me the change."

## The Reward of Selfishness

By George E. Leonard

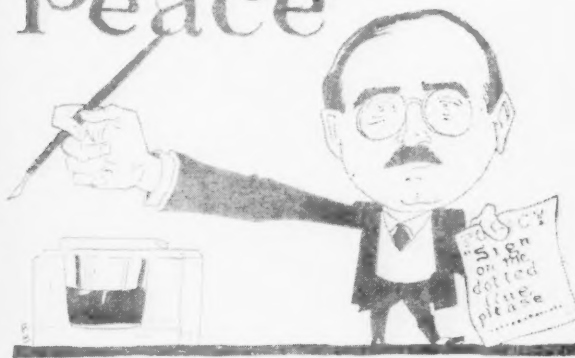
**N**APOLEON has filled more pages of human history than any other member of our race. With a genius that soared above the clouds, he is still, to my mind, the most tragic figure of the world. Go with him to his humble childhood home in Corsica. Go with him down the midnight hidden banks of the Seine where he contemplated suicide. Watch the first flash of his genius, when he subdues the mobs of Paris. March with him through the vine-clad hills in command of his Italian army. Fear for him as he crosses the bridge at Lodi. Admire him in the shadow of the pyramids where his brilliancy of epigram rivaled the glory of his campaign. Go with him across the Alps, where he defied the fiercest forces of Nature. Go with him to the glory of Austerlitz and the tragedy of Waterloo. See him during his hundred days when the very force of his genius reformed the shattered legions of France into an army that it took all of Europe to defeat. Witness him at the summit of his egotism when he took from the hand of the Pope the crown of the Caesars and majestically crowned himself. Pity him when his mad ambition drove from his fireside the only person who ever loved him. Go with him to his desert island where the world's fear of his genius had sentenced him forever. Listen with him to the roar of the storm-swept ocean against his rockbound prison as he dreams of his heavy artillery. To him the golden light of coming morn is again the reveille of Austerlitz, the darkness of the nightfall, the final taps at Waterloo.

But never through all his life a thought of the soldier boys in a million unmarked graves, never a thought of the mothers at home who wept away their lives to feed the fires of his ambition. Never a thought of the orphans who grew up to abhor the name of him who had cast the shadow of a great grief across their lives. If there was ever in the world an epic on human selfishness it is the life of Napoleon. It were better to be the humblest drummer boy in an unmarked grave than to lie in that magnificent sarcophagus of Egyptian marble and know that that monument was reared on human misery and baptized with martyr blood.





## William A Peace



**A**FTER loafing his way through school where he captured more than his share of prizes without much effort, William Armour Peace secured a job with the Dominion Bank of Canada. And with this bank he stayed sixteen years, working for it in various cities and towns from Montreal (Que.) to Brandon (Man.).

Later he saw opportunities of greater service and more freedom of action in the insurance business. Many are the men who have signed a policy after hearing Rotarian Peace say persuasively, "Sign on the dotted line, please!"

W. A. P. was born on Gower Street, St. Johns (Newfoundland), Canada—under the most favorable conditions. That's what he says he has been told. His father's name is John Peace and his mother's is Sara Cousins Peace. He has one brother and sisters three, and boasts of four sons.

Music is one of the hobbies of Rotarian Peace. At school he received awards in music. He takes keen interest in athletics,

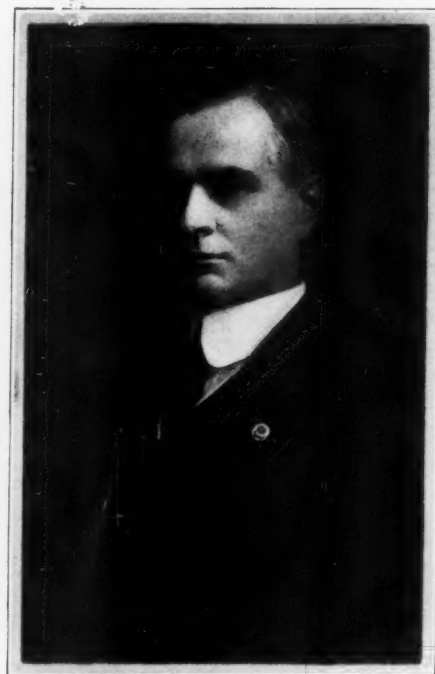
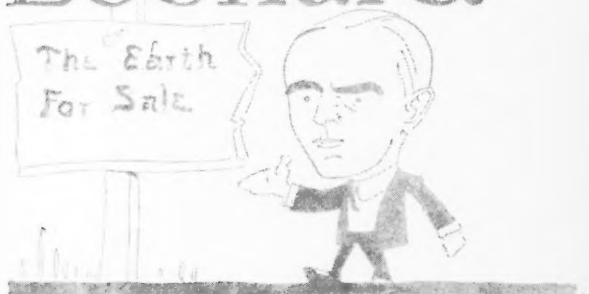
preferring the more strenuous games, and finds especial enjoyment in boxing, swimming, skating and gym work. Comedy appeals more to him than tragedy and he doesn't care for the modern problem play. In a general way, he is interested in economics and sociology. Of roast beef, Rotarian Peace is *very fond*—italics are his!

Mr. Peace has travelled over a good part of Canada, in fact the greater part, and in several of the United States.

The offices to which he has been elected or appointed are numerous, among them being Captain of the 25th Regiment of St. Thomas, president of the Talbot Club, president of the Brandon Choral Society, manager of the Toronto branch of the Imperial Life Assurance Company, treasurer of the Marten Freeman Company, Ltd., dealers in life saving appliances, president of the Life Underwriters' Association, president of the Rotary Club of Toronto, and Vice President of the I. A. of R. C. in Eastern Canada.

W. A. P.'s birthday was January 18, 1879.

# George E Leonard



**T**WO things interest George E. Leonard more than anything else: Rotary and farming in Florida.

George believes that Florida is one of the coming agricultural states of the Union. Having grown to manhood in Iowa, it is possible that he may be competent to state and think what an agricultural state ought to be. As to Rotary, he believes the organization is still in its infancy.

The subject of this sketch was born on a farm adjoining Cedar Rapids, Iowa, in 1873. His father, George E. Leonard, Sr., was a Presbyterian minister. Being of delicate health, George II did not start going to school until he was eight years of age. Up to that time, he was taught at home by his mother. His father died when he was three years of age, leaving the mother with seven children, of whom George II was the youngest. Rotarian Leonard says that whatever strength of character he may have or whatever success he may have achieved is attributable to the home training he received from his mother—a woman of remarkable mental qualities.

At eleven years of age, Leonard entered the preparatory department of Coe College at Cedar Rapids, and graduated in the class of 1892 with the degree of Bachelor of Science. He then went to the University of Michigan, graduating in the class of 1894 with the degree of Bachelor of Law.

After leaving Ann Arbor, Leonard practiced law for several years in state and federal courts. He is engaged in the real estate line for two reasons—first, because real estate investment appeals to him, and second, because of his faith in the future Florida as a state and Jacksonville as a city.

Mr. Leonard has some strong esthetic

tastes. He likes Shakespearean plays, with the leading parts taken by such actors as Forbes Robertson and Sarah Bernhardt. Books dealing with politics and history are his favorites and he reads nearly all the leading monthly magazines. In athletics, he prefers football and baseball—when played by good teams. Tennis, walking and automobile touring are the sports which George E. enjoys most. He also spends fifteen minutes every day, both morning and evening, exercising with dumb-bells in order to maintain a fair degree of physical efficiency.

In addition to being Director of the I. A. of R. C., Rotarian Leonard is serving his third term as director of the Jacksonville Rotary Club. Other offices being filled by him at present are vice president of the Jacksonville Chamber of Commerce, director of the Jacksonville Real Estate Exchange, and president of the Florida Realty Associates, a statewide organization of real estate men. During his career in college, Leonard served at least one term as president of every organization of which he was a member.

However, his activities as a business man haven't prevented him from doing something worth while for Uncle Sam—for George is proud of his one daughter, five sons, and charming wife, formerly Miss Harriet McLeish. Mr. and Mrs. Leonard were married in 1898.

## CLASSIFIED DIRECTORY OF PROFESSIONAL MEN IN ROTARY

### CERTIFIED AND PUBLIC ACCOUNTANTS

- Baltimore, Md., Chas. L. Hehl.  
901-903 Calvert Bldg. Phone St. Paul 4099.
- Chicago, Ill., Edward E. Gore.  
824 Monadnock Bldg. Phone Harrison 1232.
- Des Moines, Ia., S. Bartlett Jones & Co.  
822 Hubbell Bldg. Phone Walnut 2435.
- Los Angeles, Calif., W. S. Morse.  
424 So. Broadway. Phone Home A 2785.
- Minneapolis, Minn., Ralph D. Webb.  
630 Security Bank Bldg. Phones Nic. 6922, Cent. 4108.
- Muskogee, Okla., John A. Arnold.  
528-529 Flynn-Ames Bldg. Phone 1225.
- Pittsburgh, Pa., Frank Wilbur Main & Co.  
723-6 Farmers Bank Bldg. Phone 2368 Grant.
- San Francisco, Calif., L. H. Greenwood, C. P. A.  
407-9-11 Clunie Bldg.
- Seattle, Wash., E. G. Shorrock & Co.  
222-223-224 Central Building.

### ARCHITECTS

- Camden, N. J., Moffett & Stewart, Inc.  
Jessup Building. Phone, Bell 1535.
- Muskogee, Okla., C. W. Dawson, A. I. A.  
412 Iowa Bldg. Phone 1973.

### ATTORNEYS-AT-LAW

- Atlanta, Ga., Lee M. Jordan.  
413-420 Trust Co. of Georgia Bldg. Phone Bell 769.
- Baltimore, Md., Thos. Foley Hisky.  
215 N. Charles St. Phone St. Paul 1658.
- Buffalo, N. Y., Botsford & Lytle.  
834 Prudential Building.
- Chicago, Ill., Harris, Dodds and Kagy.  
1317 Unity Bldg. Phone Central 1437 and 2018.
- Cincinnati, Ohio, Gideon C. Wilson.  
54-55 Wiggins Block. Phone Main 413.
- Clarksburg, West Va., Robt. R. Wilson.  
Empire Nat'l Bk. Bldg. (Hon. Mem. Cincinnati R. C.)
- Cleveland, Ohio, Weed, Miller & Rothenberg.  
702 Engineers Bldg. Phones Main 4107, Cen. 489-W.
- Columbus, Ohio, Bennett & Westfall.  
8 East Long Street. Main 5411.
- Dayton, Ohio, Lee Warren James.  
509-516 U. B. Bldg. Phones Bell M. 601, U. S. 2601.
- Detroit, Mich., Irvin Long.  
915 Hammond Bldg. Phone Cadillac 481.
- Duluth, Minn., Frank E. Randall.  
606-10 Providence Bldg. Phones Grand 746, Meir. 726.
- Houston, Tex., Gill, Jones & Tyler.  
First National Bank Bldg.
- Indianapolis, Ind., Pickens, Cox & Conder.  
Chamber of Commerce.
- Jacksonville, Fla., D. H. Doig.  
Dyall-Upchurch Bldg. Phone Bell 304.
- Los Angeles, Cal., Riddle & Cheroske.  
Office Suite 904 Higgins Bldg.
- Madison Wis., Welton, Marks & Porter.  
413 Pioneer Bldg. Phone 645.

Montgomery, Ala., Holloway & Mackenzie.  
812-16 First National Bank Bldg. Phone 452.

Nashville, Tenn., Manier, Bryan & Crouch.  
23-28 Noel Block.

New Orleans, La., H. W. Robinson.  
226-229 Hennen Building. Phone Main 4005.

Oklahoma City, Okla., Bennett & Pope.  
1018-20 Colcord Bldg. Phone Walnut 4776.

Omaha, Neb., Harley G. Moorhead.  
632-636 Brandeis Theatre Building.

Paterson, N. J., Albin Smith.  
152 Market St. Phone 486.

Peoria, Ill., McRoberts, Morgan & Zimmerman.  
319 Main Street. Phone Main 585.

Philadelphia, Pa., Glenn C. Mead.  
818 Real Estate Trust Building.

Pittsburgh, Pa., Oscar T. Taylor.  
1215-16 Park Bldg. Phone Grant 910.

Portland, Ore., Estes Snedecon.  
727 Corbett Bldg. Phone, Marshall 1256.

Richmond, Va., Harold S. Bloomberg.  
806-7-8 Va. Ry. & Power Bldg. Phone Monroe 2805.

San Antonio, Hertzberg, Barrett & Kercheville.  
300-307 Prudential Life Bldg. Notary in office.

San Diego, Calif., Gordon L. Gray.  
416-418 Union Bldg. Phones, Home 4160, Main 416.

San Francisco, Cal., Harry G. McKannay.  
550 Montgomery St. Phone Douglas 3470.

Seattle, Wash., E. L. Skeel.  
1008 Alaska Building. Phone Main 6511.

Sioux City, Iowa, B. I. Salinger, Jr.  
214-15 Davidson Bldg. Phones, Bell 172, Auto. 2490.

Spokane, Wash., Lawrence Jack.  
610 Hyde Block. Phone Main 3008.

Toledo, O., Frank L. Mulholland.  
1311-17 The Nicholas Bldg.

Vancouver, B. C., Burns & Walkem.  
(Winch Bldg.) 739 Hastings St. Ph. Seymour 4774-5.

Winnipeg, Man., A. W. Morley, LL. B.  
601 McArthur Bldg. P. O. Box 1432. Phone Main 228.

### ATTORNEYS-AT-LAW

(Patents)

Kansas City, Mo., Arthur C. Brown.  
1216 Commerce Bldg.

Philadelphia, Pa., Howson & Howson.  
West End Bldg., 32 So. Broad St.

Pittsburgh, Pa., Edward A. Lawrence.  
Berger Bldg. Patents and Trade Marks.

San Francisco, Calif., Carlos P. Griffin.  
704 Pacific Bldg. Patents, Corporations.

Toledo, O., Owen, Owen & Crampton.  
Exclusively Patents, Trademarks and Copyrights.

Toronto, Ont., H. J. S. Dennison.  
Star Bldg., 18 King St. W.

Washington, D.C., Pennie, Goldsborough & O'Neill  
McGill Building. Phone Main 1793.

### ATTORNEYS-AT-LAW

(Accounts and Adjustments)

Philadelphia, Pa., Archibald Todd Johnson.  
818 Real Estate Trust Bldg. Phone Filbert 46-35.

**DENTISTS**

Cleveland, Ohio, Dr. William O. Haldy.  
811 Schofield Bldg. Phone Main 1859.

Los Angeles, Calif., Dr. Conrad Deichmiller.  
Dental Specialist. 610-614 Union Oil Bldg.

**OSTEOPATHS**

Boston, Mass., Dr. Alexander F. McWilliams.  
30 Huntington Ave. Back Bay 1348.

Chicago, Ill., Dr. Ernest R. Proctor.  
27 Monroe St. (Goddard Bldg.). Phone Central 5249.

Los Angeles, Calif., Dr. Edw. Strong Merrill.  
Suite 801 Ferguson Bldg. Phones A2193, Main 1049.

Phoenix, Ariz., Dr. Chas. C. Bradbury.  
117 W. Monroe St. Phone 1468.

St. Louis, Mo., Dr. Homer Edward Bailey.  
229-32 Frieco Bldg., 9th & Olive Sts. B. F., Olive 830.

**PHYSICIANS (Specialists)**

Chicago, Ill., Dr. Milton H. Mack.  
7 W. Madison St. Phone Cent. 3285, Stomach & Intest.

**SURGEON**

Los Angeles, Calif., W. F. Traugher.  
707-8 Hollingsworth Bldg., Main 1687, F. 7114.

**UNDERTAKERS**

Chicago, Ill., Arntzen, Inc.  
810 North Clark St. Auto Ambulances and Hearses.

Philadelphia, Pa., Samuel S. Armstrong & Son.  
Funeral Directors. 1600 Columbia Av. Poplar 6030.

## British Rotary Roll of Honour

("Peace on earth, good will among men" is the heartfelt desire of all Rotarians, but among the Rotarian virtues is Patriotism as well as Service, and when one's country must go to war Rotarians will always be found ready and willing to go to the front. At the present time the Rotarians of Great Britain have their opportunity to serve their country in the army and the navy. This "Roll of Honour" shows how many British and Irish Rotarians have already responded to the call.—C. R. P.)

### Names Additional to Those Printed in the January Issue

NAME.	RANK.	REGIMENT.	CLUB.
Barney, W. E.	Sergeant	"B" Battery. Hon. Artillery Company	London
Pank, C. H.	Major	7th Middlesex Regt.	London
Wakefield, T. D.	Lieutenant	12th London Rifles	London
Williams, E. G.	Captain	5th Worcestershire Regt.	London

## Charles Elliott of San Francisco Risks His Life to Save Others

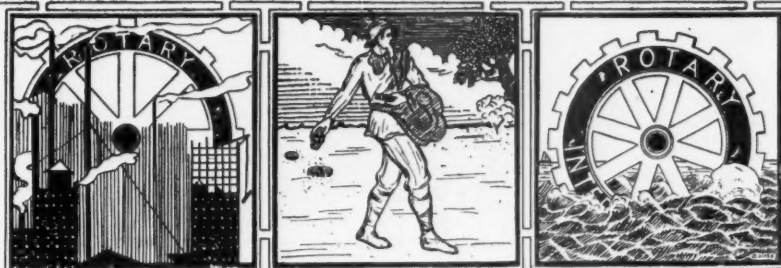
*One of the sturdy wheel horses of Rotary, both locally and internationally, is Charles M. Elliott of San Francisco who has been with us at several of our conventions and has been host to many of us who have visited San Francisco. He is always trying to do something for somebody else but his latest stunt is described in the following quotation from a letter recently received from Past President H. J. Brunnier of San Francisco:*

"Our friend, Charlie Elliott is somewhat disabled on account of playing the part of a hero. We had a severe storm and a good many people were out to the beach watching the breakers roll in, Charlie being among them, when a breaker caught two women and he jumped off of the cliff and rescued them. As a result he has his back done up in a cast. He forgot that he is a 'has been' and the effort was a little too much for him. However, it is not serious and he probably will not be laid up long. He is responsible for saving at least one woman's life as there is no question that she would have drowned had he not been there."



## ROTARY EXTENSION WORK

From city  
to city  
the seed  
is sown



And across  
the water  
Rotary takes  
its course

**Eastern Division U. S. A.**  
**E. J. Berlet, Vice-President.**

### **HAGERSTOWN (Md.).**

A permanent organization of the Rotary Club of Hagerstown was effected at a luncheon held at the Hotel Hamilton on Thursday, January 13th.

The following officers were elected to serve for one year:

President—C. G. Triesler, 2nd National Bank Bldg.

Vice-President—Dr. L. H. Keller.

Secretary—G. S. Bussard, c/o Hagerstown Board of Trade.

Treasurer—Nervin J. Brandt.

### **NEW HAVEN (Conn.).**

A Rotary club will be established in this city within a very short time. We are in receipt of advices from Chairman Arthur C. Morse that he is now ready to take the initiative in establishing a Rotary Club in New Haven.

### **NIAGARA FALLS (N. Y.).**

Buffalo Rotarians expect to organize a Rotary Club in this city during the coming month.

### **PORTLAND (Me.).**

A permanent organization has been effected at Portland with an approximate charter membership of thirty.

The president is—Robert Braun, c/o Porteous, Mitchell & Braun Co.

### **POTTSVILLE (Pa.).**

On January 13th the Rotary Club of Pottsville completed its organization with representatives present from the Rotary Clubs of Reading and Allentown who came to lend enthusiasm to the affair.

The officers are:

President—Geo. Bowers.

Vice-President—O. L. Underwood, Dietrich Clothing House.

Secretary—J. H. Zerby, Jr., c/o Pottsville Daily Republican.

Treasurer—J. E. Gregory.

### **SPRINGFIELD (Mass.).**

The Rotary Club of Springfield at its recent monthly banquet elected permanent officers and

are now desirous of becoming affiliated with the International Association.

The officers are:

President—Walter L. Mulligan, 73 State St.

Vice-President—Stewart Anderson, c/o Conn. Mutual Life Ins. Co.

Secretary—D. H. Lamb, P. O. Box 552.

Treasurer—Wm. M. Lester, 338 Worthington St.

### **UTICA (N. Y.).**

Utica without doubt will see the formation of a Rotary Club within a few months. It is expected that some of the men who are foremost advocates of a Rotary Club for Utica will get together soon to form the club.

The chairman of the Organizing committee is A. G. Palmer, Utica City National Bank Bldg.

The Rotary Club of Atlantic City has recently been admitted to membership in the Association.

The Rotary Club of Hagerstown has made application for affiliation as a member of the International Association.

**Southern Division U. S. A.**  
**John E. Shelby, Vice-President.**

### **ASHEVILLE (N. C.).**

Director Morton assisted in the formation of a temporary organization on January 30th, 1915. On February 4th the club perfected its organization and elected permanent officers. Have a charter membership of thirty. Are desirous of becoming affiliated with the International Association.

The officers are:

President—Geo. E. Lee.

Vice-President—Chas. H. Honess, 54 Patton Av.

Secretary-Treasurer—Perry D. Cobb, 78 Patton Ave.

### **CHARLESTON (S. C.).**

Mr. W. W. Fuller, chairman of the Organizing committee for the Rotary Club of Charleston, reports that during the spring of this year he will be able to complete the organization of a Rotary Club in that city.

### **CHARLOTTE (N. C.).**

Director Morton recently made a tour of the southern states and established Rotary Clubs at a number of cities. Charlotte is one of them.

The president is—H. A. Morson, c/o Independence Trust Co.

**WILMINGTON (N. C.).**

A temporary organization was effected at Wilmington on 14th January. Director Morton was instrumental in organizing the club at this city.

Temporary officers are:

Temporary President—Mr. Shinberg, Mgr. Western Union Tel. Co.

Temporary Secretary—F. A. Lord.

**Central Division U. S. A.**

**W. D. Biggers, Vice-President.**

**CANTON (Ohio).**

The Rotary Club of Canton completed its organization on 8th January and elected permanent officers as follows:

President—Ammon E. Mitzel, c/o Canton Motor Car Co.

1st Vice-President—C. R. McLean, c/o Bradstreet Co.

2nd Vice-President—L. J. Noaker.

Secretary—Jas. E. Milner, 1211 Worley Ave. N. W.

Treasurer—H. L. Rose.

**LIMA (Ohio).**

A permanent organization was perfected with eleven enthusiastic charter members on 19th January. They now desire to become affiliated with the International Association.

The officers elected are as follows:

President—W. H. Moore, c/o The Gramm-Bernstein Co.

Secretary—Roy Galvin.

**ZANESVILLE (Ohio).**

The Rotary Club of Zanesville was organized on 9th February, 1915. Have a charter membership of seventeen. Are desirous of becoming affiliated with the International Association.

The officers elected are:

President—A. L. Rea.

Vice-President—Dr. H. R. Geyer.

Secretary-Treasurer—Caldwell H. Brown, c/o The American Trust & Savings Bank.

The Rotary Clubs of Canton, Fort Wayne and Kalamazoo have made application for affiliation as members of the International Association.

**Western Division U. S. A.**

**Robert H. Cornell, Vice-President.**

**TULSA (Okla.).**

The Rotary Club of Tulsa has now a permanent organization and has made application for affiliation as a member of the International Association.

The officers are:

President—Paul M. Gallaway, Clinton Bldg.

Vice-President—R. C. Stueve.

Secretary—J. Burr Gibbons, Convention Hall.

Treasurer—L. N. Ewing.

**Pacific Division U. S. A.**

**F. C. Riggs, Vice-President.**

**HONOLULU (Hawaii).**

Rotarian V. O. Lawrence of the Rotary Club of Oakland reports that the Oakland club assisted in the organization of the Rotary Club of Honolulu.

**HONORARY MEMBERSHIPS**

**T**HE Rotary Club of Birmingham (Ala.) recently elected to life honorary membership Woodrow Wilson, President of the U. S. A. The invitation, election and acceptance were all conducted in due form and the Birmingham Rotarians suggest that The President might be embarrassed if other American Rotary Clubs should undertake to also secure him for honorary membership.

**T**HE Rotary Club of Portland (Ore.) recently elected to life honorary membership the Hon. John Barrett, Director General of the Pan-American Union, whom they believe to be exceptionally well qualified to introduce Rotary in South America. This is the first honorary membership ever conferred upon anyone by the Portland Club.

**T**HE Rotary Club of Des Moines (Iowa) were so well impressed by Rev. Billy Sunday's visit to them that they elected him an honorary member of their club and they request that no other Rotary Club trespass upon their ownership of the Reverend Billy.



## Kansas City Has Ladies' Night Carnival and Raising of Official Rotary Flag

Tuesday, December 29th, was the annual Christmas and Ladies' Night Dinner at the Baltimore Hotel, and over two hundred Rotarians held high carnival. The Christmas celebration is an event looked forward to by the Rotary members with much pleasure, for surprises of a ludicrous as well as a serious sort are sprung in numbers. The affair was in charge of the ladies and the program was unknown to the men. Mrs. C. A. Willitts was chairman and she called upon the wives of several Rotarians to tell something of their husbands' business. And the secrets those women divulged! Rich, rare and racy were the talks, hugely enjoyed and boisterously applauded.

Over the head of Madam Chairman was a large sign bearing this command: "Sit Down When the Bell Rings." A certain Rotarian was introduced and asked to say something of his business. Up popped the gallant Rotarian and then the bell rang loud and continuously. Finally the flustered gentleman sat down amid the roars of the jolly crowd.

The "sky pilot's" wife—Mrs. E. Combie Smith apologized for her tardiness stating that she had been to a wooden wedding—Dr. Smith having just married two Poles. One of the most enjoyable features of the evening was the "phony" telephone messages. One gentleman Rotarian was informed that the tip he had given to a waiter had a hole in it; another was told that a woman had called insisting she was his wife. The lady was informed that she was wife Number 2. One Rotarian who came to the dinner alone received a message that it was his own fault if he was lonesome. And thus the messages came between every break in the program.

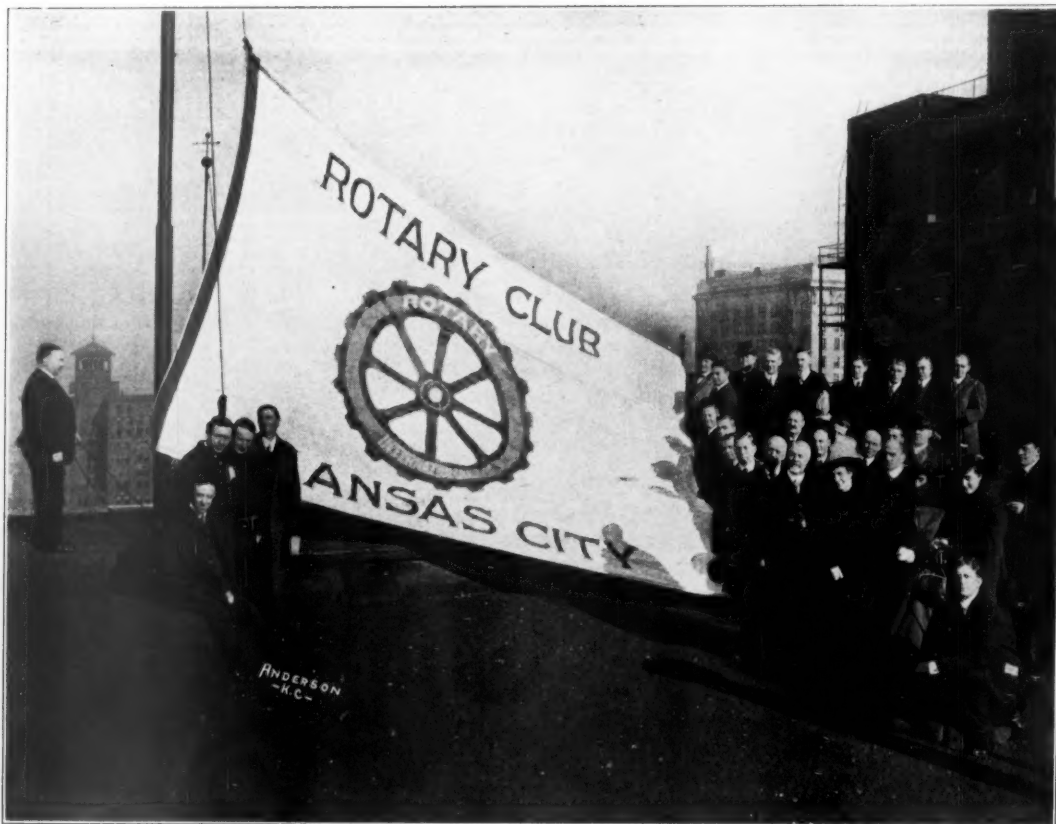
The entertainment started with singing by forty voices of a choral society and several of the Ro-

tary ladies sang solos. The German band, made up of Rotarians, in grotesque garb and wearing wigs and beards, made awful discord to the yells and jeers of the entertained. The affair closed with a ball, preceded by an old-fashioned square dance.

An event which is to be memorable in the history of Rotary Clubs transpired Thursday January 14th, in Kansas City. The official Rotary flag was shown for the first time at the Ladies' Dinner and at that time it was presented by the women to the Kansas City Rotary Club. It is to be unfurled every Thursday at the Hotel Baltimore at luncheon time.

Past International President Greiner was Chairman of the Committee which chose the flag, members of which committee were J. F. C. Menlove, of Winnipeg, and Peter Thompson, Manchester, England. So it is a composite flag—the joint conception of three great Rotary countries; and such a flag is to fly over many of the clubs in a great many cities throughout the world, a monument to the aggressiveness of Rotary men.

At the time of the unfurling of the flag, Robert H. Cornell, Vice-President of the International Association pulled the rope which carried the flag up the mast and as it unfurled to the breeze, the Kansas City Rotary Club, with its many visitors broke loose in long ringing cheers of salutation. Cornell made a most happy speech as did Sam Jones Tilden Williams of Galveston, Texas. Russell F. Greiner, Chairman of the Committee which chose the flag spoke briefly of the history of the flag and its selection. It was believed that International President Mulholland was to attend the flag raising but his absence was caused by law business which unexpectedly demanded his appearance in Washington at the time. The Com-



*Kansas City Rotarians and Rotariennes Posing for the Camera Prior to the Raising of the Rotary Flag*

mercial Club of this city had been invited to attend the event and a luncheon which followed. Dr. Frank Smith was asked to give an address in the place of President Mulholland. Dr. Smith was never more wonderful than at this luncheon. He was the last speaker and held spellbound an audience of four hundred men who usually at two o'clock in the afternoon quit a luncheon regardless of the program. And so the event passed off as the greatest of all events in the history of the Kansas City Rotary Club and one of importance to all Rotary.

There were a number of Rotarians from other cities who returned home to begin at once the work of flag building. It is felt that this meeting and flag raising made the Rotary club better understood and more widely appreciated among the business men of Kansas City who are now outside its fold.

#### **ALBANY Hears Addresses by Berlet and Ex-Governor Glynn.**

The second annual dinner was held at the Ten Eyck Hotel on Monday evening, January 18th. More than 200 Rotarians and "Rotarianesses" were in attendance. President Winchester opened the festivities and Rotarian Horner acted as toastmaster. Rotarian E. J. Berlet of Philadelphia, Vice-President of the Eastern Association of Rotary Clubs, and Ex-Governor Martin H. Glynn, a member of this club, were the principal speakers.

The club recently went on record unanimously

in favor of the continuance of the present conditions of admission to Rotary. When the question came up for discussion, the spontaneous sentiment was that a plan that works and that has proven its wisdom should be continued. The continued success of Rotary, it is believed here, depends upon the admission of one representative from each line of business and from each profession.

#### **BALTIMORE Entertained by Interesting Speakers.**

The Baltimore Rotary Club is making a consistent gain in membership and already there is quite a waiting list.

Congressman J. Charles Linthicum, who is a candidate for governor of Maryland, gave a splendid talk. Mr. Edmund Breese, the only Rotarian actor, played in Baltimore for a week and was a highly entertaining guest. He told "inside" stories of theatrical history, and if he ever hits your town—go after him.

Mr. E. M. Newman of travel talk fame was with the club for luncheon in January.

#### **CAMDEN to Put on Dramatic Production.**

On February 3rd, the monthly meeting and banquet of the Camden, N. J., Rotary Club was held in the spacious and elegantly appointed banquet hall of the Y. M. C. A., through the courtesy of Member Clarence Hedrick, the enterprising and hospitable general secretary. There were present



82 members and 12 guests. The meeting demonstrated, as is usual, that Camden and Camden Rotary are not only on the map, but are changing the topographical features thereof.

The guest of honor of the evening was Sir Cecil Banks, of the British Embassy, Washington. Sir Cecil delivered a speech devoted to the eulogizing of American institutions and achievements, and only at the close of his discourse did he discover himself to his audience to be Rotarian Malcolm B. Webster in disguise. "Sir Cecil" escaped through a convenient doorway.

After a spirited debate upon the advantages of a minstrel show versus a dramatic production, the club decided upon the latter, to be given in April; the dramatic committee has taken up the matter and will immediately select the cast and begin rehearsals.

Joshua C. Haines, affectionately termed "Josh," by the "Rotes," conducted his first meeting as President of the club in a manner assuring the members of a continuance of the marked ability displayed by his predecessor in office.

#### **CHATTANOOGA Celebrates Club's Birthday and Has Ladies' Night.**

One of the most unique and brilliant social events in the history of Chattanooga was the Rotary club's banquet on Thursday evening, January 21st. It was the first Ladies' Night, and the first anniversary of the Chattanooga club was also celebrated. The banquet table was arrayed in the shape of a mammoth horseshoe, and beautifully decorated with baskets of cut flowers and candelabras while maidenhair fern trailed over the snowy cloth. The speeches, music and stunts were all very entertaining, and kept the assemblage of nearly 125 persons greatly amused.

There was a fine prize gift for every lady.

#### **COLUMBUS Entertained by Medical and Dental Men.**

The club had several interesting meetings during the past month. The last one was rather odd. It was in charge of the medical and dental men of the organization. Like good representatives of their profession, the noon hour proved too short for them all to make a speech, but those who talked were very entertaining and highly instructive.

#### **DAVENPORT Has New Home. Tri-City Meeting in April.**

Davenport Rotarians are elated with their new headquarters, the magnificent Hotel Blackhawk, opened to the public February 15th. The last word in hotel comfort and elegance, the Blackhawk was erected at a cost of \$800,000. It has 225 rooms with bath, bowling alleys, billiard rooms, ball room, etc., and the most elaborate dining room in the central west. Rotarian W. F. Miller, manager, has selected a corps of efficient assistants to provide every material comfort the traveler may desire. This beautiful new hostelry was made possible through the enterprise of Rotarians prominently identified with every movement looking to Davenport's advancement. The first week in April the Rotary Clubs of Rock Island, Moline, and Davenport will assemble at a banquet at the Blackhawk which will be the most pretentious event in the history of tri-city Rotary.

Oswald Becker, implacable enemy of Col. Gloom and Miss Ann Thrope, was elected president at the first meeting in February, thus assuring a successful year in Davenport Rotary.

#### **DENVER and EL PASO Officers Talk over Wire at Luncheon.**

At luncheon on January 28th, an innovation was sprung, when through the courtesy of the Mountain States Tel. & Tel. Company, an instrument was placed on the president's table and a like action taken in El Paso, Texas, whose Rotary club luncheon is at the same hour at the Sheldon Hotel.

President Spray and Director Hancock talked to President Adams of the El Paso Rotary Club, 750 miles away, inviting them to visit Denver enroute to the Annual Convention at San Francisco, which invitation was accepted by the El Paso Club. Excellent wire service was given and much interest attached to the occasion.

Plans are now getting well under way to receive, welcome, and send on their way rejoicing over what they see in Colorado, the many hundreds of Rotarians enroute in July to the Annual Convention at San Francisco.

Miss Denver hopes to do herself "Rotary proud" as hostess on that occasion.

#### **ERIE Hears Noted Author.**

"The Situation in Europe" was discussed before the club by Randolph Churchill, author, traveller, lecturer, and war correspondent.

Because of Mr. Churchill's acquaintance with many of those at the head of affairs in Europe, who are now actively engaged in warfare or vitally affected by the war, his talk was of unusual interest.

So well was Mr. Churchill's talk received that arrangements were immediately made for an evening meeting to which each member could bring a friend or two, in order to hear Mr. Churchill tell of his experiences in Mexico and give a review of the Mexican national difficulties of the last few years.

#### **GALESBURG Stirs Interest in City Beautifying Crusade.**

Galesburg Rotary is in the midst of a city beautifying crusade, which so far has progressed remarkably well. Visitors here in the future will find many store fronts in the business district decorated with flowering window boxes, this being one of the first results of the campaign for more and better gardening. The club is arranging also to place boxes of plants on bridges over the creek which runs through the north side residence district. Plans are now practically completed for the employing of a competent secretary to give all his time to the distribution of shrubs and plants, which are selling at low cost, and to offer advice in landscape planting. The substantial prizes which have been announced for vacant lot improvement have interested a large number of boys who have entered the gardening contest. With the co-operation of landscape experts from the University of Illinois, the Galesburg Rotarians have stirred up the city considerably over gardening as a beautifying agent and practical results are already apparent in many localities.

#### **GALVESTON Raises \$1,610 for United Charities.**

On the evening of January 15 a concert given under the auspices of the Galveston Rotary Club enabled that organization to give \$1,610 to the United Charities. Rotarian Fred M. Burton was the musical director and was assisted by the Galveston Quartette society and other talent. Fred A. Langbehn was chairman of the Ro-

tary club committee which arranged the concert. A miniature "gridiron" dinner was given on the evening of January 28 under the direction of the club's four newspaper men.

There were good humored "roasts" for nearly every member of the club in a "skit" staged by the newspaper men and seven other members of the club. The newspaper men also got "theirs" before the affair ended as well as being surprised by clever caricatures of themselves printed on the menu.

#### **GLASGOW (Scotland) Installs Harry Lauder as Member.**

In spite of the fact that the usual weekly meeting had been called off owing to the Scotch New Year Holidays, close upon 180 Glasgow Rotarians and friends turned up on three days' notice at a special luncheon on December 29th, to help install Mr. Harry Lauder as a member of the Glasgow Rotary Club.

Mr. Lauder became a Rotarian during his last tour in America, and this was his first opportunity after his return home of meeting his fellow Rotarians in Glasgow.

The big assembly attracted by the personality of the famous comedian, probably expected a half hour's continuous merriment during his talk on American and Australian experiences, but instead Mr. Lauder struck a serious note, and devoted a considerable part of his remarks to extolling the quieter home virtues, and emphasising the benefits of the Rotary ideal with regard to straightforwardness and integrity in business life. He warmly commended the Rotary movement. All his experience of which had hitherto been acquired in America, and touching on the War, he testified to the sympathies of the people he had met in America to the Allied cause.

There were, of course, innumerable humorous touches and pawky asides, but unfortunately limitation of space will not permit the reproduction of his stories. You will probably have them worked off on you by the Glasgow delegate at the next Convention.

A feature of the meeting was Mr. Lauder's singing for the first time in this country a new song "Annie," which he wrote in Australia to celebrate his wife's birthday. It is a sentimental song and is now to be included in his general repertoire. Mr. Lauder proved that he absorbed in America the elementary Rotary principle of "Service" when he celebrated his homecoming by contributing 1,000 pounds (\$5,000) to the Prince of Wales' War Relief Fund.

#### **HALIFAX Rotary Boosted in Special Newspaper Edition.**

The Halifax Club received a lecture from Hon. G. H. Murray, Premier of Nova Scotia, early in the year and something is expected from the good New Year resolutions then made by the members.

The Provincial Pathologist delivered an address on "Germs and Microbes."

The Rotarian issue of the "Halifax Evening Mail," on January 21st proved a splendid advertisement for the club. Carefully selected items propounding the principles of Rotary gave the general public a clearer conception of the movement.

This club in conjunction with eight other local associations is busying itself in an effort to procure an improved quality of candidates for forthcoming civic elections.

It is also interested in a movement to organize improved methods of distributing local charity, many believing that the amounts contributed through the various channels are sufficient to meet all requirements if properly applied.

#### **HAMILTON Raises Funds for Belgium and City Relief.**

In the last report of the Hamilton Rotary Club, it was stated what share the club took in raising a fund for the families of soldiers who have gone to the front. Since then it has had two other calls for its services; one to collect a fund for desolated Belgium; the other to manage a concert in aid of the City Relief Fund. The concert was given largely by the XIII Regiment band under a Rotarian. The Grand Opera House was given free, and the club was able to give "every farthing to the fund."

The membership shows a healthy growth, and certain amendments to our Constitution are being considered which, it is hoped, will deepen the interest in and extend the usefulness of the Club.

#### **HOUSTON'S Greatest Luncheon with Secretary Redfield as Guest.**

The Rotary Club of Houston has had as its guest Hon. William C. Redfield, Secretary of Commerce in the Wilson cabinet, and the results have been and will be large. Mrs. Redfield accompanied the secretary and was entertained by a committee of ladies inclusive of the heads of the State and City Federation of Women's Clubs the State president of the Housewives' Leagues and wives of Rotary members.

The plans executed by the committees of the club included an address in the city auditorium by the Secretary and 2000 citizens of Houston heard him outline his reasons for believing that commerce is only checked; his assertion that now is the hour of golden opportunity for the American business man and that all must be up and doing to secure the full benefits.

Mayor Campbell accompanied Mr. Redfield in a brief drive over the city and at the luncheon which followed the secretary declared that he was an expert on mayors, knew good ones when he saw them—and he declared that Houston has one of the best in the country, whereat there was applause in which there was real enthusiasm.

The luncheon was the greatest weekly affair ever held by the Houston club. The Bender's largest dining room was filled to capacity and several members of the clubs were unable to secure seats, yielding to the guests. The opportunity to put the Rotary Club in touch with other civic organizations of Houston had been taken advantage of and representatives of twenty-five other organizations were among the guests. If nothing else be accomplished by the visit of Secretary Redfield this one feature will be ample reimbursement for all the work done by the Rotary club for the reason that it has extended the influence of Rotary in Houston amazingly, the effects being already apparent.

A visit to the Rice Institute, the big university which is being built in Houston brought many compliments from Secretary Redfield, who is well posted upon universities and their great field.

Thousands of visitors to Houston have been shown the ship channel, the lane to the sea which is a partnership enterprise between Houston and

(Continued on page 100.)

# THE ROTARIAN

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## A Word to the Women

Some of our Rotarians are too busy to read their magazine. They want to read it and we want them to read it.

Perhaps Mrs. Rotarian can be of service. As she reads the magazine she might make a mental or written note of some one or more articles and speak to her husband about them. This would call his attention to the copy of the magazine awaiting to be read and probably to some particular article which Mrs. Rotarian has reason to believe would especially interest Mr. Rotarian.

Supposing this month 18,000 wives spoke to 18,000 husbands about THE ROTARIAN! Well, it would be a great thing for Rotary, that is all!

C. R. P.

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**AUSTIN (Texas).**

President—W. H. RICHARDSON, Jr., W. H. Richardson & Co., Mail address P. O. Box 278.  
Secretary—J. W. EZZELLE, The Southwestern Tel. & Tel. Co., Mail address P. O. Box 236.  
Club headquarters at office of secretary, 504 Scarbrough Bldg.  
Luncheons every Friday at 1 p. m. at Driskill Hotel.

**BALTIMORE (Md.).**

President—GEO. G. MUTH, Gen. Mgr. Muth Bros. Co., Wholesale Druggists, 23 S. Charles St.  
Secretary—OREN H. SMITH, Mgr. American Dist. Telegraph Co., Fire Protection Devices, 106 Equitable Bldg. Phone, St. Paul 2031.  
Meetings are held every Tuesday at 1 p. m. Cafe Room, Hotel Rennert, Liberty and Clay streets.  
Club Headquarters, Hotel Rennert, Liberty and Clay Streets. Phone, St. Paul 1800.

HOTEL: Rennert, Liberty and Saratoga St. \$1.50 per day and up. \$2.00 per day and up with bath. European plan.

**BAY CITY (Mich.).**

President—O. E. SOVEREIGN, Treas. & Gen. Mgr. North American Construction Co., Aladdin Houses, Ridotto Block.  
Secretary—CHAS. H. FRANTZ, Druggist, 407 Center Ave.  
Luncheons every Tuesday at 12:15 p. m. at Bay City Club.

**BEAUMONT (Texas).**

President—E. J. EMERSON, Mgr. Beaumont Electric Light & Power Co., 2025 Calder Ave. Phone, S. W.  
Secretary—HUBERT B. OXFORD, Turnbow Lumber Co., 10th and Hazel.  
Meetings held Wednesday of each week at Hotel Crosby.

**BINGHAMTON (N. Y.).**

President—H. E. WOODWARD, Proprietary Remedies, Herald Building.  
Secretary—CLARENCE L. FRENCH, Hospital Supplies, 512 Press Bldg.  
Luncheons Wednesday 12:30 to 1:30 p. m.  
Meetings last Wednesday of month at 6:15 p. m.

**BIRMINGHAM (Ala.).**

President—JOHN E. SHELBY, Cable-Shelby-Burton Piano Co., 1816-1818 Second Ave. Phone, Main 1282.  
Secretary—JOHN C. HENLEY, care Birmingham Publishing Co., 1705 3rd Ave.  
Assistant Secretary—OLIVER COX, Cable Bldg., 1818 Second Ave. Phone, 4078. (Address all communications to Mr. Cox.)  
Luncheons each Wednesday, except third Wednesday of month, at Tutwiler Hotel, at 1 p. m.  
Meetings held third Thursday of each month at 6:30 p. m. at Tutwiler Hotel.

**BOSTON (Mass.).**

President—LESTER P. WINCHENBAUGH, Prop. Wholesale & Retail, High Grade Papers, 93 Federal St.  
Secretary—RALPH G. WELLS, John Hancock Bldg. Club Headquarters, 178 Devonshire Street, Room 213. Phone, Ft. Hill 1715.  
Luncheons every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings second Monday each month 6:30 p. m. Hotel Nottingham.  
No meetings during summer months.  
HOTEL: Nottingham, Copley Square. Modern. European plan. \$1.50 per day and up.

**BROOKLYN (N. Y.).**

President—CHAS. A. ANGELL, Vice-President Cranford Co., General Contractors, 190 Montague St.  
Secretary—C. H. BAINBRIDGE, Proprietor, Plate Glass Insurance, 150 Montague St.  
Meetings held second and fourth Thursdays of each month for luncheon, 1 p. m., at the Hotel Bossert.

**BUFFALO (N. Y.).**

President—CHRISTOPHER G. GRAUER, Sec'y Otto Ulrich Co., Booksellers, Stationers and Engravers, 356 Main St. Phones, Federal 127; Bell, Seneca 717.  
Secretary—GODFREY MORGAN, Mgr. Spencer, Kellogg & Sons, Operating Elevators, 1101 Chamber of Commerce. Phone, Bell-Seneca 1685.  
Club Headquarters at office of Secretary.  
Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler.

**BUTTE (Mont.).**

President—DR. T. C. WITHERSPOON, Murray Hospital, Quartz and Alaska Streets.  
Secretary—CHAS. AUSTIN, c-o Chamber of Commerce, Luncheons every Thursday at 12:30 p. m. at "Gamers."

**CAMDEN (N. J.).**

President—JOSHUA C. HAINES, Prop. Camden Van Co., Storage & Moving, 602 Walnut St. Phone, Bell 414 A; Keystone, 858.  
Secretary—WM. A. STEWART, Moffett & Stewart, Inc., Architects, 30 N. 3rd St.  
Luncheons every Tuesday in each month, except 1st Tuesday, 12:30 to 1:30 p. m. at Hotel Ridgway, Delaware Ave. and Market St. Monthly meetings 1st Tuesday of month at 6:30 p. m. at the places of business of the different members.

**CEDAR RAPIDS (Ia.).**

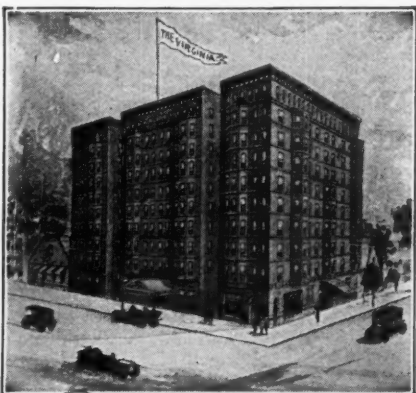
President—FRED C. FISHER, Security Savings Bank.  
Secretary—THOS. B. POWELL, Powell & Robbins, Attorneys, 813 American Trust Bldg.  
Meetings held every Monday at 12:15 p. m., Montrose Hotel.

**CHATTANOOGA (Tenn.).**

President—W. B. SCHWARTZ, Mgr. H. Schwartz & Son, Shoes, 14 E. 4th St.  
Secretary—GEO. J. HALEY, Pres. MacGowan-Cooke Printing Co., 810 Chestnut St.

## Chicago's Rotary Club Hotels

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Corner Ohio and Rush Streets

[NORTH SIDE]

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A massive fireproof structure with large, cool, airy rooms and suites.

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Chicago's most exclusive transient and residential hotel. Seven minutes' walk to the heart of the business and shopping district. Rotarians who wish to be located near the downtown business center, will find the Virginia very convenient, just a nice walk before commencing the day's work.

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A massive building of high class construction containing 400 rooms in one, two and three room suites. All with private bath.

The Gladstone is within a few minutes' walk of Jackson Park, where patrons can enjoy all kinds of outdoor sports, such as golf, tennis, boating, etc.

Remodeled, refurnished and equipped with every modern accessory at a cost of \$100,000.00.

Conducted on the European plan at popular prices.

Transportation facilities unequalled.—Only fifteen minutes to the heart of the business and shopping district by Illinois Central Rapid Transit. The finest stopping place in Chicago for Rotarians and their families.

### RATES:

Room with bath, for one person, \$1.50 per day; two persons, \$2.00 per day.

Two and three room suites with private bath at proportionately attractive rates.

Special rates by the week.



GLADSTONE HOTEL CO., Alex. Dryburgh, President and General Manager  
Write for Descriptive Folder

Luncheons first, second and fourth Thursday of each month, at 12:10 p. m.  
Meetings held third Thursday of each month, at 6:45 p. m., at Hotel Patten.

## CHICAGO (Ill.).

President—HERBERT C. ANGSTER, Pres. Chicago Well Supply Co., 317 W. Ohio St. Phone, Superior 2261.

Asst. Secretary—E. V. ACKERMAN, 19 S. LaSalle St. Phone, Randolph 608.

Club Headquarters and Secretary's Office, 1302 Association Building. Phone, Randolph 608.

Club dinners 2nd and 4th Thursdays, 6:30 p. m. at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph.

HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters.

HOTEL: Gladstone, Kenwood Ave. and 62nd St. (South Side.) Rooms with private bath \$7, \$8 and \$9 per week.

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Secretary—CHAS. B. WILBERDING, Tailor, 205 Neave Bldg. Phone, Main 3922.

Club Headquarters and Secretary's office, 205 Neave Bldg. Phone, Main 3922.

Luncheons at Sinton Hotel Convention Hall every Thursday, 12:30 to 1:30 p. m. (No luncheon during July and August.)

## CLEBURNE (Texas).

President—J. H. HESS, Freight Agent, G. C. & S. F. Ry. Co., G. C. & S. F. Freight Depot.

Secretary—CECIL HORNE, Editor Cleburne Morning Review and Johnson County Review. Printers, Publishers, and Stationers. 11 West Henderson St.

Luncheons held every Thursday at 12:45 at Hotel Raymond.

## CLEVELAND (Ohio).

President—CHAS. Y. McVEY, The Cuyahoga Telephone Co. Telephone Service, Electric Bldg. Phone Central 31.

Secretary—CLARENCE H. COLLINGS, The Clarence H. Collings Co., Mantels and Tiles. 4404-08 Euclid Ave. Phones, Central 4855; East 1167 and 1168.

Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. Phones, Central 23 and Prospect 75. Weekly luncheon every Thursday at 12 o'clock in Lattice Room of Hotel Statler.

Monthly banquets and business meetings held every second Monday in each month at various hotels and clubs.

## COLUMBUS (Ohio).

President—DR. C. L. PATTON, First Congregational Church, East Broad St.

Secretary—HERBERT SHERWOOD WARWICK, Dept. Mgr. Chamber of Commerce, 36 E. Broad St.

Luncheons first, second and third Tuesdays of month at 12 m., Rankin Hotel, 22 West Gay St. Meetings fourth Thursday, at 6:30 p. m., at Hartman Hotel.

HOTEL: Hartman, the Rotary hotel of Columbus, Ohio, J. A. Hadley, Manager.

## CORPUS CHRISTI (Texas).

President—J. M. NIX, Mgr. Hotel Nueces, 604 N. Chaparral St.

Secretary—WM. G. BLAKE, Accountant, 1101 Bay View Ave. Mail Address, P. O. Box 846.

Luncheons every Thursday at 12:30 p. m. Nueces Hotel.

## DALLAS (Texas).

President—HARRY A. OLMSTED, Vice-Pres. and Gen. Mgr. Southwestern Paper Co., 1315 Pacific Ave.

Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg.

Meetings held on Thursday at 12:15 p. m., Oriental Hotel.

HOTEL: New Oriental. American, \$3.00 and up; European, \$1.50 and up, Otto Herold, Mgr.

## DAVENPORT (Iowa).

President—OSWALD BECKER, Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone, 4091-L.

Secretary—GEO. A. PRIDE, c-o Royal Typewriter Co., 301 Central Office Bldg.

Club Headquarters at office of Secretary.

Meetings, Monday of each week at 12 m. at the New Kimball.

## DAYTON (Ohio).

President—J. A. OSWALD, Pres. The Kidder-Oswald Company, Mfg. Contractor, 5th and Norwood Streets. Phone, Main 46.

Secretary—GEO. S. BLANCHARD, President Blanchard Structural Products Co., 614 Schwind Bldg. Phone, Main 622.

Meetings first Thursday of each month at six-thirty p. m. Club luncheons each Thursday (except first Thursday) at Algonquin Hotel at 12:15 p. m.

HOTEL: Algonquin. Third and Ludlow. A. P. \$3.00 to \$5.00. E. P. \$2.00 to \$4.00. Fireproof.

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Secretary—E. W. BROOKS, The Smith-Brooks Co., 1743 California St.

Club Headquarters at office of Secretary.

Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

## DES MOINES (Iowa).

President—A. P. RAINSBURG, c-o Register & Leader. Printer. 127 4th St. Phone, Walnut 320.

Secretary—LLOYD H. WADDELL, Des Moines Duplicating Co., 311 C. N. B. Bldg. Phone, Walnut 2240.

Club Headquarters, 311 Citizens National Bank Bldg. Meetings held at Savery Hotel every other Thursday.

## DETROIT (Mich.).

President—EDWARD N. HINES, County Road Commissioner, Good Roads, 46-48 Larned St., E. Phone, Main 3167.

Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mnfrs., 906 Majestic Bldg. Phone, M-187.

Club Headquarters maintained at office of Secretary. Luncheons every Wednesday at 12:30 p. m. at Hotel Tuller.

## DULUTH (Minn.).

President—GEORGE H. BATE, Vice-President Whitney Wall Real Estate Co., 300 Torrey Bldg.

Secretary—CHAS. W. OPPEL, M. I. Stewart Co., Printing, 310 W. 2nd St. Phone, Grand 114 or Melrose 114.

Club Headquarters maintained at office of Secretary. Meetings each week at various places.

## EL PASO (Texas).

President—CLAIBORNE ADAMS, Mgr. El Paso Grain & Milling Co., Wholesale Grain and Mill Products.

Secretary—R. E. SHERMAN, Sales Mgr. Manhattan Heights Co., Real Estate, 207 Mills St.

Meetings held first Thursday noon and third Thursday evening of each month.

## ERIE (Penna.).

President—JAMES RUSSELL, Harper & Russell, Real Estate, Security Bank Bldg.

Secretary—A. M. CASSEL, Pres. Erie Business College, Business College, Liebel Block.

Luncheon every Wednesday at Lawrence Hotel at 12:30 p. m.

## EVANSVILLE (Ind.).

President—R. H. PENNINGTON, R. H. Pennington & Co., Wholesale Produce, 1 L. 8th St. Phone 4646.

Secretary—A. W. SEVRINGHAUS, Purchasing Agent Parsons-Scoville Co., Wholesale Groceries, 915 Main St.

Luncheon every Tuesday at 12:15 at St. George Hotel.

## FORT WORTH (Texas).

President—J. F. HENDERSON, Mgr. Southwestern Telegraph & Telephone Co., Southwestern Telegraph and Telephone Bldg., Cor. Tenth & Throckmorton Sts.

Phone Lamar 62.

Secretary—ADAMS B. VERA, Vera-Reynolds, Fire Insurance, 404 Reynolds Bldg. Phone, Lamar 1037.

Luncheons every Friday 12:15 to 1:30 p. m. at Metropolitan Hotel.

HOTEL: Metropolitan, 8th to 9th Sts. European. \$1.00 and up.

## GALESBURG (Ill.).

President—W. E. TERRY, JR., Mgr. Terry Lumber Co., Retail Lumber.

Secretary—M. M. GOODSILL, City Editor Evening Mail. Mail Bldg.

Headquarters at Galesburg Club Bldg.

Luncheons held first and third Thursday at 12 m. Meetings held second and fourth Thursday at 6:30 p. m.

## GALVESTON (Texas).

President EDWARD F. HARRIS, Harris & Harris, Attorneys, Trust Bldg. Phone No. 130.

Secretary—KENNETH E. MASON, Sec'y Brush Electric Co., Electric Light & Power, 2424 Market St. Phone No. 4700.

Meetings held Wednesday of each week at 12:30 p. m., Hotel Galvez.

HOTEL: Hotel Galvez. European Plan, \$2.00 and up per day.





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commerce of  
76,000,000  
people

Right at the center of Commercial America, and within a few miles of the center of population of the United States, at the Gateway to the South and the main Portal to the North, the Meeting Place for East and West—within one night's ride of the homes of 62,000,000 people and within twenty hours of the Atlantic Sea Board and the Western Prairies is

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It is a city of noble proportions and magnificent distances, stretching its front along the Ohio River for more than twenty miles, its glorious hill tops commanding the valleys of the two Miamis. Almost 600,000 proudly call it “Home.” Cincinnati is a manufacturing center with world markets, the terminal point for a quarter of a million miles of railways, the financial, industrial, artistic and educational center of the Middle West.

This year the International Rotary Convention goes to San Francisco with Cincinnati Rotarians hustling to make the convention a success. Next year, we expect to have this convention in Cincinnati and we invite all Rotarians everywhere to come to our city and taste the hospitality of “The Queen City of the West.”

The Cincinnati Rotary Club  
The Cincinnati Chamber of Commerce

**GRAND RAPIDS (Mich.).**

President—DR. F. C. WARNSHUIS, Physician and Surgeon, 93 Monroe Ave.  
 Secretary—GLENN R. CHAMBERLAIN, Secy. Grand Rapids Gas Light Co., Ottawa Ave. and Pearl St.  
 Meetings every Thursday at 12:15 p. m. at Association of Commerce Cafe.

**HARRISBURG (Penna.).**

President—WM. S. ESSICK, Gen. Agt. Casualty Ins., 75 Union Trust Bldg. Phone, Bell 166. 4 J.  
 Secretary—HOWARD C. FRY, Fry Coal Co., Retail and Wholesale Coal, 9th and Market Sts. Phone, Bell 65.  
 Club Headquarters at office of Secretary.  
 Meetings held on 1st and 3rd Tuesdays of month at various places.

**HARTFORD (Conn.).**

President—CLARENCE M. RUSK, Special Agt. Traveler's Ins. Co., 700 Main St. Phone, Charter 1930.  
 Secretary—R. M. BREWSTER, The Luke-Horsfall Co., Men's Furnishings, 97 Asylum St.  
 Meetings held 2nd Wednesday of each month at various hotels.

**HOUSTON (Texas).**

President—JOHN H. FREEMAN, Sec'y and Treas. Houston Title Guaranty Co., Title Guaranty, Lumbermen's Bank Bldg. Phone, P. 1156.  
 Secretary—GEO. M. WOODWARD, Good Texas Lands, 1106 Scanlan Bldg.  
 Club Headquarters, 209 Lumbermen's Bank Bldg.  
 Luncheon and Meeting every Friday at 1 o'clock, Banquet Hall (10th Floor), Hotel Bender.  
 HOTEL: The Bender, Main and Walker. \$1.00 to \$4.00 daily, European plan. B. S. Swearingen, Managing Director.

**INDIANAPOLIS (Ind.).**

President—W. E. PITTSFORD, Pres. Pittsford Purity Pie Co., 1420 N. Senate Ave. Phone, New 3315; Main 1515.  
 Secretary—GEORGE B. WRAY, Mgr. Office Furniture Dept. Wm. B. Burford, 38 S. Meridian St. Both Phones, 310.  
 Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

**JACKSONVILLE (Fla.).**

President—HARRY B. HOYT, Vice-President Jacksonville Gas Co., corner Laura and Church Streets.  
 Secretary—R. T. ARNOLD, Treas. Arnold Printing Co., 224 E. Forsyth St. Phone, 3462.  
 Headquarters, 202 Clark Bldg.  
 Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

**JOLIET (Ill.).**

President—JOHN B. ANDERSON, Attorney-at-law, 1st National Bank Bldg., c-o Oliver Realty Co.  
 Secretary—EDWIN B. LORD, Advertising Counsellor, Adams Arcade.  
 Luncheons every Tuesday at 12:15 at Hobbs Cafe.  
 Meetings on last Thursday night of each month at 7:00 p. m. at Commercial Club.

**KANSAS CITY (Mo.).**

President—W. U. LOVITT, Smith, Rea & Lovitt, Architects, 602 Finance Bldg. Both phones, M. 1846.  
 Secretary—ALBERT PICO, Gen. Agt. United Auto-graphic Register Co., Duplicating Registers for Bills of Lading, etc., 317 Shukert Bldg. Phones Bell, G. 1584; Home, M. 1360.  
 Club Headquarters, 622 Shukert Bldg.  
 Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

**LINCOLN (Neb.).**

President—R. O. CASTLE, Castle, Roper & Matthews, Undertakers, 1819 "N" St.  
 Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insurance Agency, General Insurance, 128 N. 11th St.  
 Club Headquarters at office of Secretary.  
 Meetings every Tuesday noon at Lincoln Hotel.  
 HOTEL: Lincoln Hotel, European, 9th and P Sts., Rotary Hotel, F. J. Richards, Mgr.

**LITTLE ROCK (Ark.).**

President—K. A. ENGLE, Bus. Mgr. Arkansas Democrat.  
 Secretary—S. M. BROOKS, S. M. Brooks Adv. Agency, Ad Writer and Counsellor, 808 State Bank Bldg. Phone 1326.  
 Meetings are held at 12:30 p. m., Marion Hotel on Thursdays.

**LOS ANGELES (Calif.).**

President—ROGER M. ANDREWS, President Ger-

mania Publishing Co., 230 Franklin St. Phones, Home A 1474, Broadway 832.  
 Secretary—H. C. WARDEN, 301-2 Delta Bldg. Phones, Home, F7343; Sunset, Main 7343.  
 Club Headquarters, 301-2 Delta Bldg., 426 S. Spring St.  
 Club meets every Friday for luncheon at Alexandria Hotel.  
 HOTEL: Hollenbeck, Spring and Second Streets, 500 rooms, 800 baths. Rates, \$1.00 and up. Excellent cafe.

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 Secretary—S. A. CAMPBELL, Agt. Cumberland Gap Dispatch, Fast Freight from Eastern Cities, 1008 Columbia Bldg.  
 Club Headquarters at office of Secretary.  
 Luncheons every Thursday at 12:15 p. m. at Hotel Waterson, with the exception of the last Thursday in month, when meeting is held at 6:30 p. m.

**McKEESPORT (Pa.).**

President—JNO. A. RUSSELL, Builders Supply Co., 4th and Water Streets.  
 Secretary—R. W. JUNKER, Real Estate & Insurance, 508 Peoples Bank Bldg.  
 Meetings every other Thursday at 6 p. m. at the various down town places.

**MACON (Ga.).**

President—MALCOLM D. JONES, Partner Miller & Jones, Attorneys, 1015 Ga. Life Bldg.  
 Secretary—W. G. BILLINGS, Agt. Whitehead-Hoag & Co., 1009 Georgia Casualty Bldg.  
 Luncheons held at Hotel Lanier every Wednesday at 1 p. m.

**MADISON (Wis.).**

President—JOHN ST. JOHN, Secretary Madison Gas & Electric Co., 120 E. Main St. Phone, 4400.  
 Secretary—F. W. HUELS, Motorcycles, 115 State St. Phone, 127.  
 Meetings every Thursday at 12:30 p. m., at new Park Hotel.

**MEMPHIS (Tenn.).**

President—J. J. THORNTON, JR., Supt., The Bradstreet Co., Central Bank Bldg. Phone, Main 5150.  
 Secretary—G. O. WARING, Collections and Adjustments, 906 Exchange Bldg.  
 Club Headquarters at Secretary's office.  
 Luncheons every Tuesday from 12:30 to 1:30 at Hotel Chisca, with the exception of the last Tuesday in month, when the meeting is held at 6:30 p. m.

**MILWAUKEE (Wis.).**

President—W. J. ZIMMERS, Baker & Zimmers, Attorneys, 740 Wells Bldg. Phone, Main 633.  
 Secretary—J. B. LANIGAN, Mgr. L. C. Smith & Bros. Typewriter Co., 413 Milwaukee St. Phone, Main 2127.  
 Club Headquarters, Room 26, Hotel Pfister. Phone, Main 3920.  
 Club luncheons held every Monday at the Hotel Pfister, 12:15 p. m.

**MINNEAPOLIS (Minn.).**

President—HARRY R. SHEPARDSON, Mgr. Loose-Wiles Biscuit Co., Washington and Seventh Aves. N. Phones Main 926; Center 2850.  
 Secretary—C. PAUL TRACY, Mgr. City Sales Carnegie Fuel Co., 9 S. 7th St. Phones Main 2100; Center 2012.  
 Club Headquarters at Secretary's office.  
 Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis' most up-to-date hotel.

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 Secretary—J. M. PONDER, E. O. Zadek Jewelry Co.  
 Luncheons every Thursday at 1 p. m. at the Rotary Room of Cawthon Hotel.

**MOLINE (Ill.).**

President—RICHARD S. HOSFORD, Office Mgr. Deere & Co. Implement Mfg.  
 Secretary—WM. H. SCHULZKE, Architect. 610 Peoples Bank Bldg.  
 Luncheons every Wednesday at 12:10 p. m. at Manufacturer's Hotel.

**MONTGOMERY (Ala.).**

President—RALPH D. QUISENBERRY, Southern Syrup Co., Syrup Refinery.  
 Secretary—W. F. BLACK, City Hall.  
 Meetings held on Wednesdays at 1 p. m. at Exchange Hotel.

*"Oh, I wish I were in Dixie"*

## Some Business Card—

*says Louie Hicks from down Atlanta-way*

☞ *That's the way Louie wrote me—and then me—thought maybe YOU might want to use this same kind of a card in your own business-travels with your own advertising sticker on the back.*

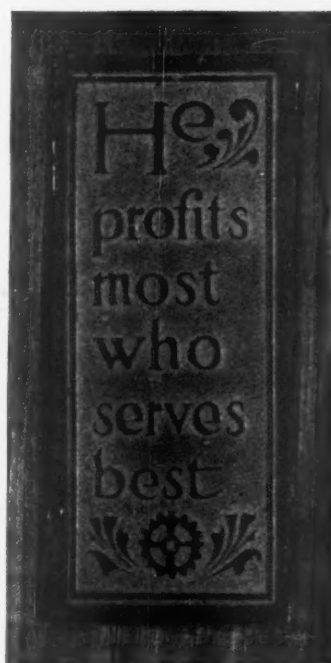
☞ *I find that these cards are treasured as souvenirs and that they serve mightiwell to keep the 'leven little leathersmiths before the Good Souls (Rotarians and also the ordinary folks) whose business we crave!*

☞ *If you can convince yourgoodself that a nickel per each for 50 of these, or 100, or 500 will be money well spent, then the 'leven'll be veriglad to serve you. The price is the same whether you buy a dozen or a thousand—and if you'll send us the advertising stickers (not over 1¼"x2¾") for us to paste on the back of the oak panel, the 'leven'll do this without any extra charge—or if you say so, these can be printed and charged to you at cost.*

**NOW THEN,**  
*who b'lieves in Advertising?*



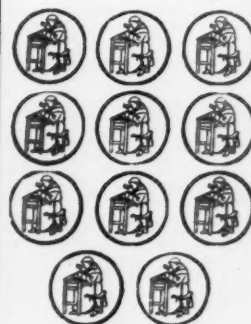
*Whisper your name and address to me so that the 'leven can send you one of these leathercards with their veribest wishes*



*This is real size—1¼"x3¾". Made of real leather, mounted on real oak, the whole thing's real!*

**5c per each**

*The 'leven doin' it*



*Remember please to save three weeks for Rotary and San Francisco next July*

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President—CHAS. W. DAWSON, Architect, 412 Iowa Bldg.  
 Secretary—JOHN A. ARNOLD, Accountant, 528-529 Flynn-Ames Bldg.  
 Club Luncheons held every Thursday at 12:15 p. m. at Severs Hotel.

**NASHVILLE (Tenn.).**

President—ROBT. H. BRANNAN, Hermitage Hdw. Co., 309 3rd Ave. N.  
 Secretary—HOUSTON W. FALL, Fall's Business College, 8th Ave. and Broadway.  
 Luncheon every Tuesday at 12:15 at Hotel Hermitage.

**NEWARK (N. J.).**

President—ISAAC B. KILBURN, Mgr. Division "B" Prudential Insurance Company, Prudential Building. Phone, Market-4000.  
 Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St. Phone, Market-238.

Club Headquarters at office of Secretary.  
 Meetings on the second Tuesday evening of each month excepting July and August, at Achel Stettens' Restaurant, 842 Broad St. Weekly Luncheons are not held, although Rotarians can be found every day at the regular lunch hour at the restaurant mentioned above.

**NEW CASTLE (Penna.).**

President—GEORGE W. MUSE, Lawyer, 24 East St.  
 Secretary—W. H. SCHOENFELD, N. C. Hardware Co., Hardware, 217 E. Washington St.  
 Luncheons every Monday at 12:15 at Y. M. C. A.  
 Meetings are held first Monday of each month.

**NEW ORLEANS (La.).**

President—BENJAMIN C. BROWN, New Orleans Ice Cream Co., 1326 Baronne St. Phone, Main Jackson 20.  
 Secretary—WM. R. BURK, Architect, 840 Gravier St. Phone, Main 2127.  
 Club Headquarters at 840 Gravier St.  
 Meetings held 2nd Tuesday of month at 6 p. m. for dinner, and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

**NEW YORK (N. Y.).**

President—WM. GETTINGER, President Eaton & Gettinger, Printing, 263 9th Ave. Phone, Chelsea 8680.  
 Secretary—CHAS. A. PEARSON, Room 447, Hotel Imperial.  
 Club Headquarters: Hotel Imperial, Broadway and 32nd, Room 447.  
 Meetings on the first Tuesday of each month, excepting July and August, at various restaurants. Weekly luncheons, Thursdays at 12:30 p. m., private room, Hof Brau Haus, Broadway and 30th St.  
 HOTEL: Imperial, Broadway and 31st. Rates, \$1.50 per day and up. Copeland Townsend, Mgr.

**NORFOLK (Va.).**

President—ROBERT JOHNSTON, SR., Pres. Old Dominion Paper Co., Wholesale Paper.  
 Secretary—C. J. MAINS, Virginian-Pilot Publishing Co. Address all mail to Fairfax Hotel.  
 Meetings second and fourth Thursdays at 7 p. m. at Fairfax Hotel.

**OAKLAND (Calif.).**

President—D. L. ARONSON, Cahn, Nickelsburg & Co., Boots and Shoes, 1126 Brush St.  
 Hon. Secretary—J. N. BORROUGHS, Pres. Oakland, Calif., Towel Co., Towel Supplies, 28th and Filbert Streets. Phone, Oakland 883.  
 Club Office, 422 Dalziel Bldg. Phone, Lakeside 287.  
 Meetings every Thursday at 12:30 at Hotel Oakland.

**OKLAHOMA CITY (Okla.).**

President—WALTER C. DEAN, Dean Jewelry Co., Retail, 137 W. Main St. Phone, W. 2535.  
 Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 922 State Nat'l Bank Bldg.  
 Luncheons, Tuesdays at 12:15, Lee-Huckins Hotel, except once in month, when we have monthly dinner.  
 Club Headquarters are the Secretary's office.

**OMAHA (Neb.).**

President—H. S. WELLER, Vice-President Richardson Drug Co., 9th and Jackson.  
 Secretary—TOM S. KELLY, Gen. Agt. Life Dept. Travelers Ins. Co. of Hartford, 1331 City National Bank Bldg. Phone, Douglas 861.  
 Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.  
 HOTEL: New Henshaw, 15th & Farnam Streets. \$1.00 and up without bath. \$2.00 and up with bath. European plan.

**OTTAWA (Ill.).**

President—S. B. BRADFORD, Secy. & Treas. Central Life Insurance Company of Illinois, Central Life Bldg.  
 Secretary—F. B. GRAHAM, Partner, Terra Cotta Tile Co., Mfgs. of Drain Tile.  
 Luncheons third Tuesday of each month at 12:00 m. at Clifton Hotel.  
 Meetings first Tuesday of each month at 7:00 p. m., at Clifton Hotel.

**PADUCAH (Ky.).**

President—W. F. BRADSHAW, JR., Pres. Merchants Trust & Savings Bank, Trust Company. City National Bank Bldg.  
 Secretary—L. L. BILLUPS, Dist. Mgr. Cumberland Tel. & Tel. Co., Telephone Service, 124 S. 4th St.  
 Luncheons every other Wednesday at 12:15 p. m. at the Palmer House.

**PALESTINE (Tex.).**

President—T. B. GREENWOOD, c-o Greenwood & Greenwood, Attorneys-at-law.  
 Secretary—DR. ROY W. DUNLAP, Physician (Eye, Ear, Nose and Throat), Link Bldg.  
 Meetings held on 2nd and 4th Wednesdays of each month, 12 m., at Interstate Restaurant.

**PATERSON (N. J.).**

President—W. D. PLUMB, Mgr. Underwood Typewriter Co., 9 Hamilton St.  
 Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 59 Washington St.  
 Meetings held third Tuesday of the month at G. H. Crawford's, 148 Washington St.

**PEORIA (Ill.).**

President—GEORGE R. MACCLYMENT, Farm Land Development, Observatory Bldg. Phone, M-314.  
 Secretary—E. C. SCHMITZ, Office Outfitter, 336 S. Jefferson Ave. Phone, Main 4379.  
 Meetings held at Jefferson Hotel, or as otherwise specified, Fridays, at 12:15.

**PHILADELPHIA (Penna.).**

President—GUY GUNDAKER, Asst. Mgr. Kugler's Restaurant Co., 1412 Chestnut St. Phones, Bell, Spruce 2530; Key, Race 137.  
 Secretary—CHARLES A. TYLER, Assistant to the General Business Manager of the Public Ledger Co., 6th and Chestnut Streets.  
 Regular luncheons at the St. James Hotel on Wednesdays, 12:30 to 1:30 p. m.  
 Regular monthly dinners at Kugler's, 1412 Chestnut St. on the third Tuesday of each month at 6:30 p. m.  
 HOTEL: Hotel Adelphia, Chestnut and 13th Sts., European. Rates, \$2.50 up.

**PHOENIX (Ariz.).**

President—AMOS A. BETTS, Transfer Business, 42 S. Central Ave.  
 Secretary—FRANK S. HESS, Partner T. B. Stewart, General Contractor, 1-2 Central Bldg. Address mail to P. O. Box 1074.  
 Club Luncheons held every Friday from 12 m. to 1:30 p. m. at the American Kitchen.

**PIQUA (Ohio).**

President—W. K. LEONARD, Pres. Piqua Hosiery Co., Union Suits, 133 E. Ash St.  
 Secretary—JOHN T. NIELSON, Secy. & Treas., The Magee Bros. Co., Printer, 216 W. High St.  
 Luncheons held every Tuesday at 11:45 a. m., at Piqua Club. Meetings held last Tuesday in month at 6:30 p. m., at Piqua Club.

**PITTSBURGH (Penna.).**

President—GEO. W. DUFFUS, Supt. The Bradstreet Co., Mercantile Agency, Commonwealth Bldg. Phone, Court 34.  
 Secretary—M. S. JOHNSTON, Stanwix Shops Bldg., Penn Ave. and Stanwix St. Tel. Court 77.  
 Club Headquarters at office of Secretary.  
 Meetings at Fort Pitt Hotel each Wednesday at 12:15 noon, excepting one Wednesday each month when evening meeting is held.

**PORTLAND (Ore.).**


President—JNO. C. ENGLISH, President J. C. English Co., Lighting Fixtures, 128 Park St.  
 Secretary—J. L. WRIGHT, President Portland Printing House Co., 388 Taylor St.  
 Club Headquarters, 201-2 National Theatre Bldg., Park & Stark St. Phone, Main 9004. W. L. Whiting, Assistant Secretary.  
 Weekly luncheons held every Tuesday at 12:30 p. m., Berson Hotel.  
 HOTEL: The Wheeldon Annex (Apartment Hotel) 10th & Salmon Sts. European. C. L. Horn, Rotarian, Pres.





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	Capital & Surplus	Deposits	Total Assets
Jan. 1, 1908	\$1,054,000	\$ 2,424,000	\$ 3,498,000
Jan. 1, 1912	1,134,000	5,150,000	6,308,000
Jan. 1, 1915	2,390,000	16,213,000	18,681,000



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**PROVIDENCE (R. I.).**

President—J. B. LEEMAN, Browning, King Co., Clothing, 210 Westminster St. Phone, Union 1285.  
 Secretary—E. L. MORRIS, E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, Union 1214.  
 Regular monthly meetings, 2nd Tuesday each month at 6:30 p. m. at Crown Hotel. Semi-monthly luncheons, 1st and 3rd Wednesdays at 12:30 o'clock.  
 HOTEL: The Crown, Weybosset St. Fred Mansfield, Rotarian, Prop. European, \$1.50 and up.

**PUEBLO (Colo.).**

President—JESSE ROOD, Secy-Treas. & Gen. Mgr. Rood Candy Co., Wholesale Confectioners, 406 W. 7th St. Phone, Main 30.  
 Secretary—J. A. CLARK, Prin. American Business College, Commercial School, Swift Block. Phone, Main 829.  
 Club Headquarters at office of Secretary.  
 Weekly meetings every Monday, 12:15 to 1:15 p. m., alternating Congress Hotel and Vail Hotel.

**RALEIGH (N. C.).**

President—MANLEY W. TYREE, Prop. Tyree's Studio, Photographer, 1194 Fayetteville St.  
 Secretary—ALBERT L. COX, Cox & Cox, Attorneys-at-law, 407 Tucker Bldg.  
 Luncheons second and fourth Wednesday of each month at 1:05 p. m. at The Yarbrough.

**READING (Penna.).**

President—WILLIAM W. KECK, Partner Croll & Keck, Clothing, 418 Penn St.  
 Secretary—D. G. McCANN, Treas. McCann's Business College, Berks Co. Trust Bldg.  
 Luncheons every Wednesday at 12:15 p. m., except week of monthly meeting, Hotel Berkshire. Meetings held first Tuesday of each month at 6:30 p. m., at Hotel Berkshire.

**RICHMOND (Va.).**

President—THOS. B. McADAMS, Cashier Merchants' National Bank.  
 Secretary—S. S. ROSENDORF, Prop. Southern Stamp & Stationery Co., Twelve-Six Main St. Address mail, Box 1386.  
 Club Headquarters at office of Secretary. Phone, Mon. 5766.  
 Luncheon meetings every second Tuesday at 1 p. m. Every fourth Tuesday at 6:30 p. m.  
 Meetings rotate between Business Men's Club, Coles, and other places. Consult the officers or ask for copy Tabasco, our club organ.

**ROANOKE (Va.).**

President—D. P. SITES, Caldwell Sites Co., Booksellers and Stationers, 105 Jefferson St.  
 Secretary—C. F. COCKE, Partner Cox & Cocke, Attorneys, 509 Terry Bldg.  
 Luncheons every second Thursday.

**ROCHESTER (N. Y.).**

President—W. J. O'HARA, c-o New York Tel. Co., 95 N. Fitzhugh St.  
 Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Phone, Stone 6190.  
 Club luncheons every Tuesday, 12:30 to 1:30 p. m. at Hotel Rochester.

**ROCK ISLAND (Ill.).**

President—B. D. CONNELLY, Attorney-at-law, Peoples Nat'l Bk. Bldg. Phone, 349.  
 Secretary—R. C. MITCHELL, Commercial Banking, State Bank Bldg. Phone 30.  
 Luncheons every Tuesday at 12:15 at Harms Hotel or Rock Island Club.

**ROME (Ga.).**

President—GEO. B. SMITH, M. D., Oculist, Cor. Broad Street and Fourth Avenue.  
 Secretary—J. D. McCARTNEY, Managing Editor Rome Tribune-Herald, Tribune-Herald Bldg.  
 Luncheons every Wednesday at 1:00 p. m. at Cherokee Hotel.  
 Monthly dinners fourth Wednesday of each month at 7 p. m., at Cherokee Hotel.

**SACRAMENTO (Calif.).**

President—R. S. McKAY, Underwood Typewriter Co., 611 J St.  
 Secretary—J. FONTAINE JOHNSON, Johnson & Lemmon, Lawyer, 426 Forum Bldg.  
 Luncheons every Friday at 12:15 p. m. at Hotel Sacramento.

**SAGINAW (Mich.).**

President—GEO. B. WILLCOX, Pres. & Gen. Mgr. Willcox Engineering Co., Sheet Metal Mfrs., 900 S. Warren Ave.

Secretary—MAX P. HEAVENRICH, Treas. Heavenrich Bros. & Co., Men's Clothing, 301 Genesee Ave. Luncheons every Wednesday at 12 m. at the East Saginaw Club.

**ST. JOSEPH (Mo.).**

President—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 520.  
 Secretary—W. S. ALDRICH, Partner of the Firm Eckel & Aldrich, Architects, 1105 Corby-Forsee Bldg. Phone, Bell 62.  
 Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

**SAINT LOUIS (Mo.).**

President—JESSE M. TOMPSETT, Treas. Isler-Tompsett Lithographing Co., Commercial Lithographing, 1602 Locust St. Phones, Olive 623; Cabany 989 W.  
 Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.  
 Club Headquarters, 411 Olive St. Phone, Bell, Main 1751.  
 Club luncheons every Thursday at 12:30, except 1st Thursday of month, when meeting is held at 6:30 p. m., at Planters Hotel, in Parlor A.

**ST. PAUL (Minn.).**

President—FRED C. LISTOE, Prop. Listoe & Wold, Undertakers, 150 West 4th St. Phone, Cedar 508.  
 Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1416 Pioneer Bldg. Phones, Cedar 6060; Tri-State 2089.  
 Club Headquarters at Secretary's office.  
 Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.  
 HOTEL: The Saint Paul, European plan, \$2.00 up, with bath. C. G. Roth, Mgr.

**SALT LAKE CITY (Utah).**

President—F. S. MURPHY, Pres. F. S. Murphy & Co., Lumber Broker, Walker Bank Bldg.  
 Secretary—SAMUEL R. NEEL, Mtn. States Tel. & Tel. Co., 51 So. State St.  
 Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

**SAN ANTONIO (Texas).**

President—HARRY L. MILLER, J. H. Kirkpatrick Co., City Real Estate, 419 Navarro St. Phone, C. 89.  
 Secretary—C. H. JENKINS, The Bradstreet Co., Commercial Agencies, P. O. Box 807. Phone C. 10.  
 Address all mail to "P. O. Box 807." Club Headquarters, Lobby St. Anthony Hotel.  
 Luncheons at 12:30 each Friday at one of the leading hotels.

**SAN DIEGO (Calif.).**

President—HOMER W. SUMPTION, Mfr. Glazed Cement Pipe, Central Mortgage Bldg. Phone, Main 99.  
 Secretary—FRANKLIN M. BELL, 704 Central Mortgage Bldg. Phones, Home 4160; Main 480.  
 Club Headquarters at office of Secretary.  
 Meetings are held every Thursday at 12:10.  
 HOTEL: The San Diego, on Broadway. \$1.00 per day and up; European Plan. Miller & Porter.  
 HOTEL: del Coronado, Coronado Beach. American plan, \$4 per day and up.—John J. Hernan, Mgr.

**SAN FRANCISCO (Calif.).****1915 Convention City.**

President—CHAS. H. VICTOR, Mgr. Yawman & Erbe Mfg. Co. Filing Systems and Devices. 712 Mission St. Phone, Douglas 2357.  
 Secretary—H. H. FEIGNER, 817 Humboldt Bank Building.  
 Club Headquarters at 817-818 Humboldt Bank Bldg. Phone Douglas 1363.  
 Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m. Techau Tavern, Powell and Eddy Streets.  
 HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

**SAN JOSE (Calif.).**

President—H. E. HOFF, Hoff & Kayser, Shoes, 95 S. First St.  
 Secretary—CHAS. M. O'BRIEN, 30 S. 1st St.  
 Luncheons every Wednesday at O'Brien's Confectionery.

**SAVANNAH (Ga.).**

President—JOHN S. BANKS, Phillips & Crew Co., Pianos and Organs, 242 Bull St. Phone 3372.  
 Secretary—C. V. SNEDEKER, JR., Snedeker & Lude-man, Architects. 401 National Bldg. Phone, 457.  
 Luncheons every Tuesday in the month except the fourth, 2:15 to 3 o'clock. Fourth Tuesday at 7 p. m.

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President—WM. H. HAGEN, Hagen & Wagner Co., Dry Goods & Furnishings, 205 Washington Ave.  
 Secretary—CAREY P. WILLIAMS, Traffic Mgr. Bell Tel. Co., of Penna., 117 Adams Ave. Mail Address P. O. Box 143.  
 Meetings held every Monday at 12:15 p. m. at Hotel Jermyn.

**SEATTLE (Wash.).**

President—R. D. PINNEO, Pacific Coast S. S. Co. Freight & Passenger Transportation, 608 Second Ave. Phone, Main 8040.  
 Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel.  
 Club Headquarters at office of Secretary.  
 Meetings held at the Washington Annex, 2nd Ave., and Stuart St., every Monday at 12:15 p. m.

**SHREVEPORT (La.).**

President—SAM W. MASON, Caddo Abstract Co., Abstracts, 219 Commercial Bank Bldg.  
 Secretary—JNO. B. YAUGER, Underwood Typewriter Co., Typewriters, 515 Marshall St.  
 Luncheons first three Fridays of each month at 12:15 p. m. at Hotel Youree; evening meetings last Friday in month at various places.

**SIOUX CITY (Ia.).**

President—J. H. WHITEMORE, Treas. Hanford Produce Co., Butter and Ice Cream Mfrs., First and Court St.  
 Secretary—PAUL C. HOWE, American Realty Co., Building Mgr., Grain Exchange Bldg.  
 Club Headquarters at office of Secretary.  
 Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month. Luncheons rotate between The West, The Martin and The Jackson Hotels, evening meetings at The Martin Hotel.

**SOUTH BEND (Ind.).**

President—CHAS. C. HERR, Herr & Herr, 111 W. Washington Ave.  
 Secretary—E. T. BONDS, C. U. Tel. Co., 227 S. Main St.  
 Meetings held first and third Wednesday at 12:15 p. m., at The Oliver.

**SPOKANE (Wash.).**

President—A. F. S. STEELE, Secy. Washington Water Power Company, Electric Light & Power. W. W. P. Bldg. Phones, Main 5171 and Maxwell 8510.  
 Secretary—CHESTER L. WYNN, 503 Chamber of Commerce Bldg. Phone Main 107.  
 Meetings held every Thursday at 12 m. at The Hall of the Doges, Davenport's.

**SPRINGFIELD (Ill.).**

President—O. G. SCOTT, Scott Coal Co., 327 S. 5th St.  
 Secretary—R. F. BUTTS, Form Letters, Buckeye Sales Co., 502 Reich Bldg.  
 Meetings held second Monday of each month at 6:15 p. m. at St. Nick Hotel.

**SPRINGFIELD (Ohio).**

President—CHAS. L. BAUER, President The Bauer Bros. Co.  
 Secretary—JAMES S. WEBB, General Agent The National Life Insurance Co. of Vermont, 417 Bushnell Bldg.  
 Luncheons every Monday at 12:15 p. m. at the Arcade Hotel.

**STOCKTON (Calif.).**

President—NOEL H. GARRISON, Stockton High School.  
 Secretary—S. C. BEANE, So. Pacific Company, Sacra and Main.

**SUPERIOR (Wis.).**

President—J. C. CROWLEY, JR., Mgr. Peoples Telephone Co., 1013 Ogden Ave.  
 Secretary—JOHN P. O'CONNOR, University Extension 13 Columbia Bldg.  
 Club Headquarters, Hotel Superior. Phone, Ogden 224.  
 Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

**SYRACUSE (N. Y.).**

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co., Auto Gear Manufacturing, W. Fayette St. Phone, 7785. Residence, 502 Walnut Ave.  
 Secretary—FRANK W. WEEDON, Entertainer, 36 Grand Opera House Block.  
 Meetings each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskellar.

**TACOMA (Wash.).**

President—R. E. ROBINSON, Mgr. Sherman, Clay & Co., Pianos, Organs and Talking Machines, 928 So. C. St. Phone M. 905.  
 Secretary—G. T. WOODBRIDGE, Tacoma Hotel, 923 A St.  
 Club Headquarters at Tacoma Hotel, 923 A St.  
 Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

**TAMPA (Fla.).**

President—J. T. MAHONEY, Rhodes-Pearce-Mahoney Co., House Furnishers and Office Fixtures.  
 Secretary—L. D. REAGIN, Tampa Publishing Co., Cor. Washington and Franklin Streets.  
 Club Headquarters, Board of Trade.  
 Meetings held every Tuesday at 12:30 p. m. at Hillsboro.

**TERRE HAUTE (Ind.).**

President—PAUL BOGART, Davis, Bogart & Royce, Attorneys. 613 Trust Bldg.  
 Secretary—LOUIS E. WEINSTEIN, Weinstein Bros., Men's Furnishings, 523 Wabash Ave.  
 Luncheon every Tuesday at 12:15 p. m. at the Rotarian Hotel Deming, with the exception of the last Tuesday in the month when meetings are held at 6:30 p. m.

**TOPEKA (Kas.).**

President—GEO. GODFREY MOORE, Life Insurance. New England Bldg. Phone, 1203.  
 Secretary—J. M. BRUNT, Retail Drugs. 485 Kansas Ave. Phone, 528.  
 Luncheons first and third Thursdays of each month at 12:15 p. m.

**TOLEDO (Ohio).**

President—THOMAS A. DEVILBISS, Mgr. The Devilbiss Mfg. Co., Mfg. Atomizers, 1304 Dorr St. Phone 22x28.  
 Secretary—ED. R. KELSEY, Mgr. Publicity Dept. Toledo Rys. & Light Co. Bell Phone, 1225. Home Phone, 7200.  
 Weekly Club Luncheons will be held every Friday noon at 12 o'clock at the Hotel Secor.  
 HOTEL: Secor, 300 rooms, 200 baths. Rates, \$1.50 per day and up. Wallick Bros., Props.

**TRENTON (N. J.).**

President—WALTER F. SMITH, Insurance, 203 E. State St.  
 Secretary—CHAS. F. STOUT, Proprietor Haberdashery, 38 E. State St.  
 Luncheons third Thursday of each month, 12:30 to 1:30 p. m., at Hilbrecht's or Trenton House.

**TROY (N. Y.).**

President—JOS. A. LEGGETT, Pres. John Leggett & Son, Paper Box Mfrs., 2134 7th Ave. Phone, Troy 706-F-3.  
 Secretary—JAS. A. BEATTIE, Laundry, 607 Broadway.  
 Luncheons every Tuesday at 1 p. m. at Hotel Rensselaer.

**WACO (Texas).**

President—J. M. PENLAND, Mgr. Waco Drug Co., 4th and Mary Streets.  
 Secretary—C. G. SNEAD, Prop. Zeptozone Co., 2004 Lyle St.  
 Meetings every Monday at 12:15 p. m. at State House Hotel.

**WASHINGTON (D. C.).**

President—GEO. W. HARRIS, Pres. Harris & Ewing, Photographers, 1311 "F" St. N. W.  
 Secretary—HOLCOMBE G. JOHNSON, Johnson & Adams, Insurance, 519 Southern Bldg.  
 Luncheons held at the Ebbitt House, 14th and F Sts. N. W., phone, Main 5035, 2nd and 4th Fridays of each month.  
 HOTEL: The New Ebbitt, 14th and F. Streets. European, \$1.50 to \$4.00. G. F. Schutt, Prop.

**WATERTOWN (N. Y.).**

President—HENRY N. BUTTERWORTH, H. Butterworth & Sons, Manufacturers Furriers, Hatters and Furnishers, 109 Arsenal St.  
 Secretary—L. deL. BERG, Mfg. Steam Specialties, 124 E. Moulton St.  
 Luncheon every Wednesday except first Wednesday in month at 12:15 p. m. at Woodruff House Grill.  
 \* Meetings held on the first Wednesday of each month except during the months of July and August at 6:30 p. m. at the Woodruff House Grill.

**WAUSAU (Wis.).**

President—H. A. ZIMMERMAN, Fire Insurance, Marathon Co. Bank Bldg. Phone, 1289. Mail Address, P. O. Box 296.  
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 Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472.  
 Meetings of Club held every other Monday evening (except July and August) at place designated for each meeting.  
 Round Table Luncheons every Friday noon at Kansas Club.

**WORCESTER (Mass.).**

President—LEWIS M. McCALLUM, Secy. Parker Wire Goods Co., 1 Assonet St. Phone 4400.  
 Secretary—H. BURT SIMONS, Mgr. Western Union Telegraph Co., 413 Main St.  
 Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room. Monthly dinner and business meeting held on the third Monday in each month.  
 HOTEL: The Bancroft. European Plan. Rates, \$1.50 and up.

**YOUNGSTOWN (Ohio).**

President—C. F. OWSLEY, Architect, Mahoning Nat. Bank Building.  
 Secretary—I. VAN BAALEN, Tailor, 221 W. Federal St.  
 Luncheons every other Wednesday at noon at Ohio Hotel.

**Clubs Not Yet Affiliated in the Association.**

**ASHEVILLE (N. C.)**  
 Secretary—PERRY D. COBB, 78 Patton Ave.  
**CANTON (Ohio).**  
 Secretary—J. E. MILNER, 1211 Worley Ave., N. W.  
**CHARLOTTE (N. C.)**  
 President—H. A. MORSON, c-o Independence Trust Co.  
**EASTON (Penna.).**  
 Secretary—H. B. THOMAS, Easton Trust Bldg.  
**FORT WAYNE (Ind.).**  
 Secretary—FRANK E. BOHN, Home Tel. Co.  
**HAGERSTOWN (Md.).**  
 Secretary—G. S. BUSSARD, Board of Trade.  
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**ITHACA (N. Y.).**  
 Secretary—W. G. COBB, 127 E. State St.  
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 Secretary—J. C. McGEE, c-o Hunter & McGee Drug Co.  
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 Secretary—GEO. P. WIGGINTON, Mgr. Kalamazoo Loose Leaf Binder Co.  
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**POTTSVILLE (Pa.).**  
 Secretary—J. H. ZERBY, JR., c-o Pottsville Daily Republican.  
**SPRINGFIELD (Mass.).**  
 Secretary—D. H. LAMB, P. O. Box 552.  
**TULSA (Okla.).**  
 Secretary—C. E. BUCHNER, c-o Y. M. C. A.  
**WILLIAMSPORT (Pa.).**  
 Secretary—CLAUDE HOWARD, c/o Germania Life Ins. Co.  
**WILMINGTON (Del.).**  
 Secretary—WALTER D. BUSH, JR., P. O. Box 964.  
**WILMINGTON (N. C.)**  
 Secretary—F. A. LORD.  
**ZANESVILLE (Ohio).**  
 Secretary—CALDWELL H. BROWN, c-o The American Trust & Savings Bank.

**Canada.**

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

**CALGARY (Alta.).**  
 President—J. S. RYAN, R. G. Dun & Co., Mercantile Agency, 23 Thomas Block.  
 Secretary—DOUGLAS C. HOWLAND, Vacuum Cleaners, 105 6th Ave. W.

Luncheons second and fourth Tuesday of each month at 12:30 p. m.

**HALIFAX (N. S.).**

President—CHAS. J. BURCHELL, Partner McLean, Paton, Burchell & Ralston, Lawyers, Chronicle Bldg. Phone 2428.  
 Secretary—WALTER P. PARKER, Asst. Mgr. Na. Drug & Chem. Co., Drugs (Wholesale), 14-18 Sackville St. Phone 142.  
 Luncheons every Tuesday at 1 p. m. at Halifax Hotel.  
 Monthly Meetings 1st Tuesday in each month.  
 HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

**HAMILTON (Ont.).**

President—RUSSELL T. KELLEY, Gen. Mgr. Hamilton Fire Insurance Co.  
 Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

**MONTREAL (Que.).**

President—H. LEROY SHAW, Mgr. Imperial Life Assurance Company, Life Assurance, 112 St. James St.  
 Secretary—JAS. C. MUNDLE, 405 Dominion Express Bldg.  
 Club luncheons every Tuesday at 1 p. m. at Coopers Restaurant.

**ST. JOHN (N. B.).**

President—A. P. ALLINGHAM, Imperial Life Assurance Co., 60 Princess St.  
 Temporary Secretary—STAN F. JAMIESON, Allison & Thomas, 147 Prince William St. Phone M 1202.  
 Luncheons every Monday at 1:15 p. m.

**TORONTO (Ont.).**

President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 22 Victoria Street.  
 Secretary—G. D. WARK, Secretary The Office Specialty Mfg. Co., Ltd. 97 Wellington Street, W.  
 Club Headquarters, Stock Exchange Bldg.  
 Weekly luncheons, every Friday at 1:10 p. m., Dunning's Hotel, 29 King St. West.

**VANCOUVER (B. C.).**

President—REV. E. L. PIDGEON, Minister St. Johns Presbyterian Church, 1859 Pendrell St.  
 Secretary—W. P. KEARNS, Club Office, 511 Dominion Bldg. Telephone Seymour 845.  
 Club Headquarters Room 147 Hotel Vancouver.  
 Weekly Luncheons, 12:30 p. m. sharp, in the Hotel Vancouver, 1142 Pender St., West.

**VICTORIA (B. C.).**

President—FRANK HIGGINS, Barrister & Solicitor, 1118 Langley St.  
 Secretary—CAPT. T. J. GOODLAKE, 110 Westholme Hotel.  
 Club luncheons every Thursday at 1 p. m. at Westholme Grill.

**WINNIPEG (Man.).**

President—A. B. CALDER, Alex Calder & Son, General Steamship and Tourist Agents, 663 Main St.  
 Secretary—HUBERT T. READE, Hubert Reade & Co., Chartered Accountant, 407 Quebec Bank Bldg. Phone, Garry 4100.  
 Semi-monthly evening meetings and dinners at Fort Garry Hotel at 6:30 p. m. sharp.

**Great Britain and Ireland.**

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

**BELFAST (Ireland).**

President—WILLIAM C. GABBEY, Timber Merchant and Joiner Works, 1 Hope St. Phone, Belfast 194.  
 Secretary—HUGH BOYD, Atkinson & Boyd, Chartered Accountant, 72 High St. Phones, Belfast 2447 and 391.  
 Luncheons, Monday from one to two p. m., the Grand Central Hotel.

**BIRMINGHAM (England).**

President—JOHN WEATHERHEAD, United Counties Bank, Ltd., Colmore Row. Phone, Central 2464.  
 Secretary—F. R. O'SHAUGHNESSY, F. I. C., Analytical Chemist, 42 Temple St.  
 Luncheon Mondays at 1:15 p. m. at Midland Hotel, New Street. Evening meetings third Monday at 7 p. m.

**DUBLIN (Ireland).**

President—JOHN P. MCKNIGHT, City Woollen Mills, Cork St.  
 Hon. Secretary—WM. A. M'CONNELL, The Century Ins. Co., Ltd., 116 Grafton Street. Phone, 2983.  
 Luncheons Mondays, 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, The Imperial Hotel.

**EDINBURGH (Scotland).**

President—W. L. SLEIGH, J. P., Motor Engineer, 32, Shandwick Place.

# FLORIDA CITRUS EXCHANGE

The motto of Rotary, "He Profits Most Who Serves Best" is the definite expression of a spirit that has been increasingly prevalent for the past several years in various lines of business and professional activity.

It is a significant testimony to the emphasis of this spirit in the dealings of any business enterprise of more than local importance when several of the men connected with it in various cities are Rotarians.

The Florida Citrus Exchange has believed and practiced the Rotarian motto from its organization. The progressive fruit growers of Florida have conducted the Exchange on the principle that as they served consumers of their product and the dealers who distribute it, they themselves would profit.

When the Rotary Club of Tampa, the city that is the headquarters of the Florida Citrus Exchange, was formed, it was the natural thing, therefore, that L. D. Jones, the Business Manager of the Exchange, should be elected to membership as the representative of the citrus industry.

Among the other members of the Tampa Rotary Club who indirectly represent the Florida Citrus Exchange, are D. C. Gillett, the largest citrus nurseryman in the world—he who presented President Mulholland that decorated box of grapefruit on the occasion of the South-eastern Get-Together meeting—and B. L. Hamner, Advertising Manager of the Florida Grower, the official organ of the Exchange.

In other cities the Florida Citrus Exchange also is represented in Rotary. Among these are Jacksonville, the Rotarian advertising agent of which is Jefferson Thomas, who for years has directed the publicity of the Exchange. In Springfield, Mass., T. W. Burgess, New England representative of Thomas', also is a Rotarian. Indianapolis likewise has a Florida Citrus Exchange representative in Rotary—C. W. Chewning, its district manager there. Chewning knows that Rotarians know a good thing. So he put it up to his fellow members of the Indianapolis Club to try Exchange fruit. All of them agreed to do so and 230 Rotarian families in that city now know just how delicious is Florida Citrus Exchange grapefruit.

The car of Exchange fruit for the Indianapolis Rotarians went into that city on the Big Four, a Rotary road (Mr. Peacock, General Freight Agent, is the Indianapolis railroad Rotarian). It was purchased by Vondesaar & King, Rotary commission men, for J. T. Power & Son, Rotary grocers. The Rotarian painter of Indianapolis, Mr. Fatout, got up special signs for the car and the wagons of Rotary liveryman Mann helped to move the fruit to the stores of Power & Son. A picture of the loaded wagons was made by the Rotary photographer, Mr. Bass, and Rotarian Johnson, of the Indianapolis News, and Wray, of Wm. Burford Co., took care of the local publicity. Chewning had to tell all about it at a meeting of the Indianapolis Rotary Club, in which effort he asked the prayers of its minister member, Rev. Mr. Wick.

For those who fully appreciate the juiciness, the sweetness and the flavor of tree-ripened Florida oranges and grapefruit, the Florida Citrus Exchange watches over every detail of the harvesting of the fruit it ships. From the picking off the trees to the placing of the boxes in the refrigerator cars, none but white-gloved workers are engaged. Only fruit that has become ripe on the trees is sent to market by the Exchange, and no human hand touches it in the picking and packing.

Booklet of citrus fruit recipes for four cents in stamps.

FLORIDA CITRUS EXCHANGE, 630 Citizens Bank Bldg., TAMPA, FLA.

# FLORIDA CITRUS EXCHANGE

Secretary—THOMAS STEPHENSON, Pharmacist, Editor of "The Prescriber," 137 George St. Phone, Central 2387.

Luncheons held every Thursday at 1 o'clock (except first Thursday of month). Monthly meeting, first Thursday of month at 7 p. m., Carlton Hotel, North Bridge, and Ferguson & Forrester's, Princes Street, on alternate months. No meetings held during August and September.

#### GLASGOW (Scotland).

President—JOHN WRIGHT, JR., John Wright & Son, Tailor, 130 St. Vincent St. Phone, Central 360.

Interim Secy.—WALTER LAIDLAW, W. P. Laidlaw & Son, Stationer, 92 St. Vincent St. Phone, Central 8893. Luncheons, Tuesdays at 1:15, Burlington House, 183 Bath Street. Monthly meeting 3rd Tuesday in the month 6:30 p. m. at Ferguson & Forrester's, Buchanan St.

#### LIVERPOOL (England).

President—GEORGE J. PRATT, Pratt, Ellis & Co., Fishmarket. Phone, 1557 Royal.

Hon. Secretary—W. F. B. OULTON, Dodd & Oulton, Ltd., Brass Founders, 8 Stanley St.

Luncheons every Thursday at 1 p. m. at the Bear's Paw. LONDON (England).

President—H. N. BOLTON, T. F. Bristow & Co., Ltd., St. James Walk, Clerkenwell, E. C.

Hon. Secretary—J. FALKINGBRIDGE PARKER, M. S. A. Architect, 18 Coleman St., E. C. Phone, Central 4089.

Organizing Secretary—W. STUART MORROW, 265 Strand, W. C.

Luncheons held at the Salisbury Hotel, Fleet St., every Wednesday (except the second) at 1:15 p. m.

#### MANCHESTER (England).

President—C. H. MEGSON, A. Megson & Son, Ltd., Cambridge St., Phone, Central 1232.

Hon. Secretary—F. C. KERRIDGE, Insurance Broker, 16 John Dalton St., Phone, Central 1773.

Headquarters, Albion Hotel, Piccadilly.

Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

### More Work for Two Hard Workers.

The two most important committees at the 1915 convention will be in charge of men who gained valuable experience by service on the same committees last year. Wm. Gettinger of New York will be chairman of the Resolutions Committee, and Arch C. Klumph of Cleveland will be chairman of the Constitution and By-Laws Committee. President Mulholland believes that the best interests of the Association will be conserved by having these "wheel horses" of his administration take charge of these committees at San Francisco. In fact they are "on the job" now and ready to receive resolutions and amendments. Has any one anything to offer?

### Honolulu is Organized.

Oakland, California 10.

International Association of Rotary Clubs,  
910 Michigan Ave., Chicago, Illinois.

Following telegram received today from V. O. Lawrence:

"Honolulu, February, Ninth.

"Oakland helped organize Honolulu Rotary today. LAWRENCE."

We suggest that if possible this be given notice in March ROTARIAN. Australia next.

D. L. ARONSON, President,  
Oakland Rotary Club.

### Minstrels for Lunch.

The Los Angeles Rotarians had to be really unique, so they got up an old time genuine black-face minstrel show and pulled it off in an hour and a half at noontime on their luncheon day.

The next week they entertained at luncheon the whole fifteen candidates for the office of "Queen of the 1915 Celebration." The Rotary preacher evidently was the most popular Rotarian—at least he held the center of the stage with the queens.

### Life On the "Zone."

You have all heard of the "Canal Zone" that is in Panama; but we have another "Zone" in San Francisco known as the "Fun Zone" and this is the section of the Exposition devoted to the amusements and concessions. If you are strong for concessions you can devote 5 days on the "Zone" and see concessions which cost from a few hundred thousand dollars each, down to a few thousand dollars each, and this does not include the 11 Exhibit Palaces with 43 miles of aisles, nor the 43 State Buildings, nor the 30 Foreign Buildings, nor does it include the Live Stock Exhibit, the Athletic Stadium, nor the Aquatic features.—Rotary Club of San Francisco.

### Honorary Life Members.

President Woodrow Wilson has been made an Honorary Life Member of the Birmingham (Ala.) Rotary Club and has cordially accepted the honor.

Hon. John Barrett, Director-General of the Pan American Union, has been treated likewise by the Rotary Club of Portland, Ore., and is proud of his honor.

### Twice a President.

Rotarian Chas. Y. McVey, President of the Cleveland Rotary Club, has just been elected President of the National Independent Telephone Association, which goes to show that Rotarians' marked qualities demand and secure recognition.

### Wedding Bells Have Rung.

"Joe" Borroughs, alias Joseph Newton Borroughs, Jr., Secretary of the Oakland Rotary Club, not long ago took unto himself for a wife, Miss Edna Grace Davis. Now that the Rotarians know about it they will be looking for an exceptionally happy Joe when they get out to Oakland at Convention time this summer.

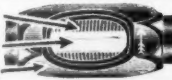
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PRESSURE BAR  
NON ROLL SLEEVE**

See our ad in December issue of The Rotarian or ask Tom Phillips.

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Fountain Pen**

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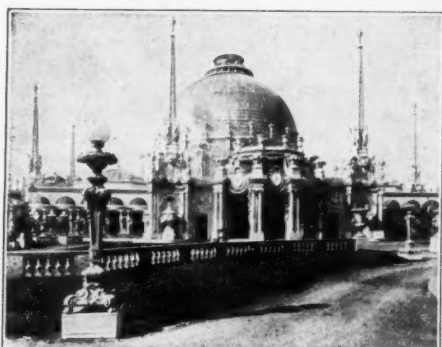
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Address Rotarian W. D. Nesbitt,  
President, Birmingham or Mobile.



# Rock Island

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### BERMUDA

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*Booklet on Application*

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Dancing in the Palm Garden

Daily (except Sunday) 4 to 6:30 p. m. and 10 to 1.

In the Radial Center of All  
Traffic Lines—Herald Square

Send for Booklet G and Map of City.

Ask for

COPELAND TOWNSEND, Manager, or  
FRANK H. WIGGINS, Assistant Manager,  
Both Rotarians

### (WHAT THE CLUBS ARE DOING)

(Continued from page 80)

the national government—the city has already invested nearly \$2,000,000 in the enterprise—but not one of them evinced more lively interest than has the Secretary of Commerce. Care had been taken to have as the guests of the committee men thoroughly versed in every detail of the work on the channel and the plans for the utilization thereof; hence he was given prompt answer to every question asked.

### INDIANAPOLIS Entertained by Well Known Poet.

The club closed its Chautauqua season with a reading by Mr. J. W. Foley, the well known writer of verse and story.

Rotarian O. R. Johnson, business manager of the Indianapolis News, furnished the literary Pabulum on January 12th. The News is a paper which Rotarian Chas. A. Bookwalter, has dubbed the "Evening Outrage," to which Mr. Johnson humorously referred. He treated us to a short description of the numerous departments of the newspaper, and passed around for inspection a matrix of the front page of that evening's paper, samples of linotype slugs and a large number of original drawings and cartoons which had recently appeared.

At the following luncheon Rotarian, W. A. Walker, of W. A. Walker & Co., discoursed saccharinely upon Johnson's chocolates, which is the "piece de resistance" of his business. Among other things he told us that a chocolate ought to be aged three or four weeks before it is really palatable and healthful.

Rotarian, Wm. F. Johnson, President of the Wm. F. Johnson Lumber Co., was the speaker at the luncheon on Jan. 26th. He told all about how crooked a lumber man could be if he wanted to, but that his company was *knot* of that character. He had as a guest, Mr. Douglass Mallaek, who is known as the lumbermen's poet. Mr. Mallock made a short talk that was brim full of humor and recited one of his poems.

Thirty-five members went to the get-together meeting at Cincinnati and reports speak goldenly of the time they had. The main topic of conversation, anent their trip, was "Sarah." It isn't known whether Sarah was fish, flesh or fowl, but she must have been some factor down there.

### MANCHESTER (England) Appoints New Committees; Appreciates Address by Stephenson.

Rotarian D. J. Carmichael, the newly appointed associate editor writes as follows: "I just feel a wee bit nervous in following Peter Thomason as Associate Editor of the Manchester Rotary Club for THE ROTARIAN.

"The month of January has been one full of much hard work. We had our General Meeting on the 12th of January, and inaugurated a number of Sub-Committees to stimulate the efficiency of Rotary in Manchester. In addition to our Board of Directors the following Sub-Committees were instituted:—

Membership.  
Dinner.  
Lunch.  
Attendance and Fraternal.  
Sports.  
Civics.

Just keep your eye on Manchester.

(Continued on page 102)

# ROTARY CIGARS

## A ROTARIAN ENDORSEMENT

W F MONROE, PRES.

GEO. A. RENAUD, SEC.

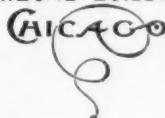
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Quiros, Villazon & Co.,

December 15, 1914.

Tampa, Fla.

Gentlemen:-

Replying to yours of December 10th with reference to shipment of goods.

I am pleased to say that my Christmas order has just arrived and in my opinion it is the finest you have ever sent me.

The cigars are perfect in workmanship and aroma. In a word the packages are extremely attractive and I am anticipating a big Holiday business.

Your Rotary cigar is proving a big seller and it may please you to know that during the coming year the Rotary cigar will be one of my leading brands.

Thanking you for the prompt and conscientious way in which you have filled my order and with Season's Greetings, I am,

Yours very truly,

W. F. MONROE CIGAR COMPANY,

*Geo. A. Renaud*  
Secretary.  
(Member Chicago Rotary Club.)

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# TALOSOPHY!

## WHAT IS IT?

It's the true Rotarian spirit—the spirit of helpfulness, optimism and common sense. William Vernon Backus, the originator of Talosophy, has written a book about it—a book that every Rotarian should read because every Rotarian is interested in the art of making happiness epidemic.

**Price \$1.00 post free**

*(Your money back if not satisfied)*

**Rotarian**

**John J. Wood, President**

**THE BURROWS BROS.**

**COMPANY**

**New England Building  
CLEVELAND**

## (WHAT THE CLUBS ARE DOING)

*(Continued from page 100)*

"It seems a pity that we could not have two Presidents—Messrs. Burgess and Megson—we have put up with Burgess, however for two years—and we unanimously elected Mr. Megson to follow him, as President for 1915.

"In Mr. Burgess we had an able leader; a man who took a keen interest in all things Rotary. He had a ready wit, and I secretly think his grandmother must have been a 'Scotsman.' At any rate, we are not losing him altogether, and have allotted him a chair beside our New President at our Functions.

"At our January Dinner we had Mr. Thomas Stephenson of Edinburgh, I believe Americans spell it S-t-e-v-e. He gave us an idea of his trip to the Houston Convention, and the tour of Rotary, which he worked in with it.

"It was a really interesting trip, and we all wished we had crossing the 'Herring Pond' with him. He instructed us particularly on the pronunciation of certain towns; 'New Orleans' in particular. Mr. Stephenson made a special point of the Motto 'Service not Self,' and with the wider appreciation of this motto, the worth of Rotary will increase in proportion. By the way, a Rotarian has just handed me the following 'Limerick,' and I know Steve' won't mind my giving it publicity.

"There's a British Rotarian named Steve;  
He's travelled U. S. A., we believe,  
With lantern, slides and screen,  
He shewed where he had been,  
And last night I dreamt I was 'Steve'."

## MOLINE Rotarians Supply Equipment for Free Dental Clinic in Public Schools.


The Moline Rotary Club extends the hand of fellowship to the national organization. It has been organized only a few months, but has not been slow in catching the spirit of Service and Helpfulness which seems to be infectious as the scope and purpose of the organization is appreciated. The club was hardly under way a month before it put to successful end a movement for the establishment in the public schools of a free dental clinic, the Rotarians supplying the complete equipment at an outlay of more than \$400. The spirit of good cheer at Christmas time was heightened by Rotarians by providing the tree for the municipal demonstration for the children of the poor.

The club is maintaining a weekly "Smile Service" in the form of a miniature newspaper which carries from week to week the news and announcements of local and national organizations generously sprinkled with a variety of smiles at the expense of the members. The editorship of the "Smile Service" is rotated and the boys are injecting into each issue plenty of originality and spice. At the meeting of Feb. 3rd, business was suspended and the meeting time was given over to an enjoyment of the Rotary moving pictures of the live bunch from Toledo, Ohio, and the incidents of the Houston convention.

## MONTGOMERY Still Growing in Numbers.

Associate Editor J. Lee Holloway writes:

"Since reading the Round Table of Associate  
*(Continued on page 105)*



**Write for Quotations on  
Official Rotary Flags**

We made the first Official Flag of the International Association of Rotary Clubs for the Kansas City Club.

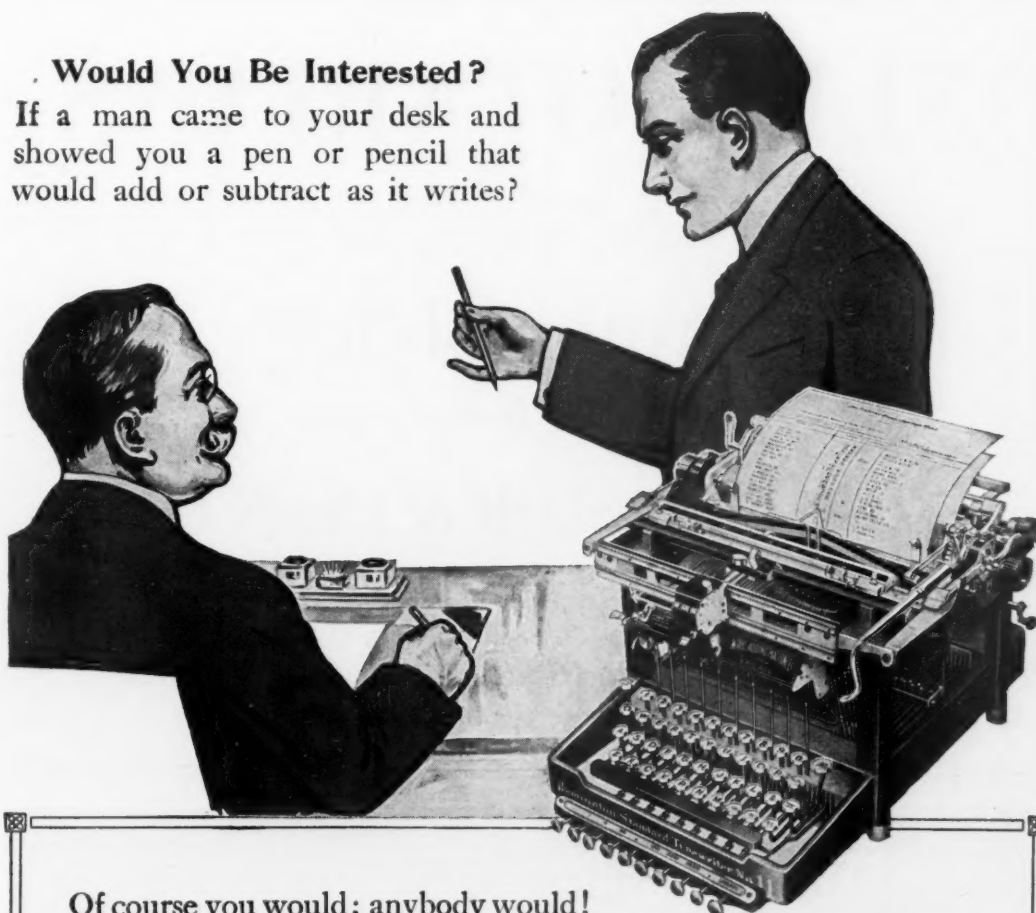
*Let us Make Yours.*

Rotarian G. A. GOUDIE, Vice-President,  
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**Would You Be Interested?**

If a man came to your desk and showed you a pen or pencil that would add or subtract as it writes?



Of course you would; anybody would!

We have no such pen or pencil, but we have something better. We have a typewriter which does all this, and you know that the typewriter is three times as fast as any pen or pencil. This typewriter is the

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**Adding and Subtracting Typewriter**  
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This machine adds or subtracts and writes; not only that, but it adds or subtracts *when it writes*. Both operations are one.

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For Every Occasion

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Luncheon  
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CALIFORNIA'S MOST POPULAR FOOD PRODUCT

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WORKMAN PACKING COMPANY, SAN FRANCISCO, CALIF.

Served in all homes, restaurants and cafes in the West. Visit unique display and demonstration P. P. I. E.

**(WHAT THE CLUBS ARE DOING)***(Continued from page 102)*

Editors, I am all "up in the air," as to what I can write, or report that would be of interest or news to the Rotarian world. I have read all the letters of the Associate Editors in the January ROTARIAN, and have come to the conclusion that the "Minds of Great Men Run Together," with some few variations.

"Mr. Editor, under the circumstances, about the only thing I can report is that, the greatest war of all ages is being waged in Europe, Asia and Africa; Mexico is engaged in fratricidal strife, but Uncle Sam is at peace with all mankind, and the Montgomery Rotary Club is still growing in numbers, influence for the moral up-lift and civic advancement, energy and activity, in all the departments of social and commercial life."

**NORFOLK Membership and Ladies Have Boat Ride.**

The club's most successful event having fun for an object occurred January 26th, when with the ladies, a special steamer and fair weather the membership sailed for Old Point Comfort and danced, dined, sang, listened to talks, and enjoyed every minute, at the famous Hotel Chamberlaine.

Mr. T. Gray Coburn, the retiring president, was appointed delegate to the San Francisco Convention, with Robert Johnston and J. E. Pearson, alternate delegates. Mr. Johnston was appointed chairman of the "On to San Francisco" Committee.

The secretary's and club headquarters have been moved to the Rotarian Hotel Fairfax and visitors are requested to make their presence in town known to the secretary.

**PEORIA Addressed by Many Speakers.**

Right after the holidays the club had a report of the Good Fellows' Christmas Committee which was enthusiastically received. One thing that pleased the club was that the girls of the Central Union Telephone Exchange having accumulated one hundred and fifty dollars surplus by their summer excursions, turned it over to the Rotary club to be used in giving cheer and comfort to needy ones.

Ray O. Becker, Chairman of the Association of Commerce told of the harmony that existed between the Association and the Rotary in civic affairs. Walter G. Causey told of the new "Employment Department" of the Association of Commerce; Ex-Congressman John P. Lentz gave a very interesting talk on the New Banking Law; Rotarian Horace Clark told of "British Thymol Units," and "Coal"; Rotarian George F. Carson, told of "Investment Fund"; Rotarian Gerard T. Smith spoke on "Education."

The last meeting was the evening meeting at which matters of business pertaining to the club were disposed of.

**PHOENIX Discuss Legislation.**

The reading of "Rotary in Five Spasms" and the comment it brought forth, together with the history of the first year's growth of the Phoenix Rotary Club made the first meeting of the year a notable one.

*(Continued on page 107)*

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is the shortest line to San Francisco. It offers a diversity of routes by means of which you may go over one line and return over another without additional expense, enabling you to see the entire West in one trip, as well as both Expositions.

Its equipment is up-to-date in every respect, its roadbed is double tracked, ballasted with dustless Sherman gravel, and protected by Automatic Electric Block Safety Signals—all essential to comfortable and safe railway travel.

For beautifully illustrated publication, "California and the Expositions—Yellowstone National Park," and further information relative to rates, routes, etc., apply to

**GERRIT FORT, P. T. M.**

Omaha, Nebraska

*Please mention Rotarian when answering*

## DONOFRIO'S



MAKERS OF  
CACTUS CANDY  
PHOENIX  
ARIZONA

Arizona's Most Unique Product

## Donofrio's Crystallized Cactus Candy

Made from the wild Cactus Plant of the Arizona Desert  
DONOFRIO CONFECTIONERY CO., ROTARIANS  
Phoenix, Arizona

Send us One Dollar and a box of this delicious confection will be sent to you, postage prepaid. Safe arrival guaranteed

DELICIOUS  
PECONUT CRISP

THE REAL FOOD CANDY

(Crisp, fresh-roasted pea-  
nuts with cocoanut added.)

GEE IT'S GOOD!

5c



Fra Elbertus says:

"It is as luscious as anything ever served at the layouts of Luculus."

"Please pass the Peconut."

Ask your dealer or send 5c for package and dealer's name.

United Profit-Sharing Coupon  
in each package.

WESTMORELAND CANDY CO.

RICHMOND, VIRGINIA

(Member of Rotary Club)

## HATCH

## He Pays the Parcel Post

I have made a specialty of Nuts for many years. When properly prepared they are known to scientists as the healthiest food, being muscle and vigor builders and from actual experiments at the agriculture department in Washington as the best food for obesity. In preparing **Salto Nuts** I use only the finest kernels from the forests of the world. They are scientifically prepared and are most delicious. Send one dollar and twenty-five cents for a pound—check, post order or stamps, for you will be a constant customer.



1223 and 1539 Broadway  
NEW YORK

Hatch He Pays the Parcel Post

"C & C"  
(Cantrell & Cochrane)  
Ginger Ale

The  
Champagne  
of Ireland



Over fifteen centuries ago St. Patrick's Well in Dublin was famous throughout Ireland. To-day the waters of this historic well are drunk the world over in "C & C" Ginger Ale. "C & C" has the life, the sparkle, the delicious crispness of champagne, without the fire. See that you have "C & C" at the Club weekly luncheon and the monthly dinner and order in a dozen of "C & C" for your home.

Made by CANTRELL & COCHRANE, LTD.

(Established 1852.)



**(WHAT THE CLUBS ARE DOING)***(Continued from page 105)*

Taken in all, the principal effect of the January meetings has been to educate a number of the members of the State Legislature, who have been guests of the club, on subjects that have been handled by Rotarians along the line of coming legislation, from the standpoint of business men whom the legislation would effect. For example, the Rotary banker gave a talk on "National Banks" and then a little information on how a banking measure pending in the legislature would effect the movement of capital and the action of the banks of the State.

**READING Has Well Known  
Speakers at Ladies' Night  
Banquet.**

The Reading Rotary Club held its first Ladies' Night on January 27th.

"A Night for My Lady" was the most enjoyable affair given by the club, Leigh Mitchell Hodges, the optimist of "The Philadelphia North American" gave one of his interesting addresses: International Vice President E. J. Berlet gave a short talk on Rotary. Mayor Ira W. Stratton spoke on "To the Rotary Ladies of Reading."

Each Rotarian lady was presented with a gold hat pin with the club's emblem thereon.

Part of what Mr. Hodges thought of this affair will be found on page 128.

**ROANOKE Rotary in Campaign  
for Auditorium.**

Probably the biggest thing the club has accomplished in a purely local way was the successful staging of a charity ball the evening of January 28th. Members originated the scheme and under the able leadership of "Syrups" Elliott, handled every detail of arrangement, with the hospitable co-operation of Roanoke Aerie of Eagles. Something over \$350 was realized for local charity work under supervision of the Associated Charities.

Luncheon day and charity ball night occupied the same square on the calendar and the mid-day meeting was characterized by practically a full attendance. Introductions were in rhyme, and probably because of sympathy produced by the associate editor being forced to leave when soup was served, two guest-judges awarded to him a prize of a two-dollar-and-a-half gold piece, offered by "Eph" Spencer, of the National Exchange Bank.

Next to the ball, Rotary activity in connection with a campaign for a \$50,000 city auditorium-armory occupied the attention of members. Canvass for subscriptions was energetic and fruitful, to the extent that a charter for the auditorium company already has been asked.

During the holidays Mrs. Kate Waller Barrett, social worker and the only woman Rotarian, was guest of the club and gave an interesting talk on Rotary, the duty of business to home communities, and her work on social problems. Mrs. Barrett is an honorary member of the Minneapolis Rotary Club, but being a Virginian, she is no stranger here.

*(Continued on page 109)*

## 5000 Rotarians Wanted

*To Place a Standing  
Weekly Order for a  
1 Pound Box of*



**EXTRA  
FINE**

*Allie Williams*  
**CANDIES**

**To Be Sent Postpaid  
to Wife, Mother or  
Sweetheart.**

**80c Quality for 60c lb.**

Assorted Chocolate Creams made with pure sugar, fresh eggs and best chocolate coating.  
Also in 1-2-3-4 and 5-lb. beautiful boxes.

Bills Rendered Monthly. One line to us today brings a thoughtful courtesy to your loved one for 52 weeks.

**Dealers Wanted  
In Every Rotary City**

**Write Today for Proposition.**

**Williams Candy Co.  
Toledo, Ohio**

## Oriental Rugs

We send RUGS on approval to Rotarians anywhere in the U. S.

**Special \$17.50**

Suitable for Gifts. Beloochistans and Mosu Rugs, sizes about 3 x 5

CORRESPONDENCE SOLICITED

**DAVIS & NAHIKIAN**  
ROTARIANS

378 Woodward Avenue  
DETROIT

201-03 South 13th Street  
PHILADELPHIA

## The Hotel Adelphia

CHESTNUT AND THIRTEENTH STS.  
PHILADELPHIA

**ABSOLUTELY FIRE PROOF**

The newest and most complete hotel.  
400 Sleeping Rooms.

Restaurant, Roof Garden and Grill maintained to the highest degree of efficiency and attractiveness.

Convention Hall, Ball Room and Banquet Rooms specially adapted for large and important business assemblages and social functions.

### RATES

Sleeping Room, with Bath, one occupant,  
\$2.50 to \$5 per day.

Sleeping Room, with Bath, two occupants,  
\$4 to \$8 per day.

Suite \$10 to \$15 per day.

Display Room, with Bath, \$8 to \$6 per day.

**THE ROTARY HOTEL**



Reg. U. S.  
Pat. Off.

**Largest works of the  
Kind in the World**

50 ACRES—58 BUILDINGS—  
3,600 EMPLOYES.

The result of worldwide appreciation

**Henry Disston & Sons, Inc.**

Keystone Saw, Tool, Steel & File Works  
PHILADELPHIA, U. S. A.

## MOORE PUSH-PINS



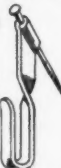
No 1

Glass  
Head

**Moore Push-less Hangers**  
Simplify Picture-Hanging

When you want to beautify your home with wall decorations be sure to ask your Rotarian Stationery, Hardware or Photo Supply dealer for Moore Push Products.

10 cents.



MOORE PUSH-PIN CO., Philadelphia, Pa.

## Royal Electrotpe Co.

PHILADELPHIA

Solicits orders for 100% Royal Quality Electrotypes from Half-tone originals, either for one color or process color printing.

## MacDonald & Campbell

Men's Clothing, Haberdashery, Automobile Apparel.

**1334-36 Chestnut Street**  
PHILADELPHIA

## Peirce School

*America's Foremost  
Business School*

**917-19 Chestnut St., Phila.**

## Theo. F. Siefert

*Furs of the Better Grade*

**1426 Walnut Street**  
PHILADELPHIA  
(THIRD CITY IN U. S. A.)

*Shoe Headquarters for Ro-  
tarians in Philadelphia*

**GEUTING'S**

(Pronounced Gyting)

1230 Market Street and 19 South 11th Street

## CRANE'S

ICE CREAM

**SPEAKS FOR ITSELF**

PHILADELPHIA

## (WHAT THE CLUBS ARE DOING)

(Continued from page 107)

**ROCHESTER Rotarians Make Donation to Health Association and Free Dental Clinic.**

The Rochester Rotary Club has, in a way, strong competition in the Rochester Ad Club, which is known to be one of the liveliest in the country; still, the Rotary membership for 1914 not only held its own, but made a healthy increase and proof of its quality was shown when at the meeting of January 26th, 1915, the retiring president presented to the Public Health Association and Free Dental Dispensary, two of Rochester's very worthy institutions, the sum of \$1,000, raised entirely among the Rotary club membership of 150 men.

At the regular Tuesday luncheon, Jan. 26th, Mr. W. J. O'Hea, Dist. Mgr., Bell Tel. Co., and president of the Rochester Rotary Club for 1915, commenced his administration, and as Brother O'Hea is a strong believer in advertising, Rotarians are sure to be informed as to "what's doing in Rochester."

**ST. PAUL to Have De Luxe Train to Convention.**

At its regular meeting, January 12, 1915, the St. Paul Rotary Club, by resolution, went on record as not favoring the idea of Mr. E. L. Skeel, of the Seattle Rotary Club, regarding an extension of membership as outlined in the article entitled "Greater Rotary" in THE ROTARIAN for January.

The committee having in charge the San Francisco trip to the coming convention was authorized at the meeting held February 2, 1915, to complete its arrangements for the Special De Luxe train over the Great Northern Railway. This train will make many short stops enroute, over the beautiful Glacier National Park trip, and be open not only to the St. Paul members and their friends but to members of other Rotary clubs who wish to join with them. For the return journey it was thought best to allow a choice of any of the regular recognized routes, as many might wish to make side trips to points of interest.

**SAVANNAH Rotarians Give Treat to "Little Brothers."**

With a hundred boys from the Bethesda Orphanage, established by George Whitfield, and the oldest orphanage in the United States, as their guests at luncheon on January 12th, the members of the Savannah Rotary Club had the time of their lives. Each member took charge of a boy and saw that he had a plenty to eat and enjoyed himself as he never did before. Each Rotarian had a pocket knife, a baseball or some attractive article in his pocket for a boy and each orphan guest went back to the home with a memento of his afternoon with the Rotarians. Some of the boys received sweaters. No boy was forgotten. After the luncheon, during which Secretary Thomas Johnson of the Y. M. C. A., made a talk and boys from the association did interesting stunts, the Bethesda youngsters were taken to the Bijou theater where they saw their first vaudeville performance.

The anniversary meeting of the Savannah Rotary Club on January 5th, proved a most interesting event. The fifteen members who were responsible for the organization each had a word or two to say about the wonderful growth of the club and the splendid work it is doing not only in Savannah, but in Rotary. President John S. Banks was present,

(Continued on page 111)

**OUR ROTARIAN GUARANTEE**

If your local Rotarian cannot supply your needs in our line, we guarantee to give you a maximum value in

**QUALITY—SERVICE** for the amount we charge—a guarantee backed by twenty-six years quality reputation.

Let us hear from you!

—ESTABLISHED 1889—

**GATCHEL & MANNING**

DESIGNERS and ENGRAVERS  
in ONE or MORE COLORS

for Catalogues, Advertisements, etc.

**PHILADELPHIA**



Mr. Stafford will be glad to mail a copy of the last issue of "The House of Ideas" to any brother Rotarian who will take the trouble to ask for it.

It is really worth asking for if you are a user of half-tones, zinc etchings, color engravings, electrotypes, copper plate engravings, steel-die embossing, designing, etc.

**Stafford Engraving Company**  
Century Bldg., Indianapolis, Ind.

Note.—The Stafford Engraving Co. has a national reputation for high-grade and intelligent art work, and the finest engravings in black and white and colors. Mail order business is done with satisfied customers all over the country.

## "Can Speak in the Highest Terms of THE ROTARIAN as An Advertising Medium"

**I. S. CALL**

**SIGNS—METAL, CLOTH AND PARAFFINE  
ADVERTISING—NOVELTIES—SOUVENIRS**

**TRADE STIMULATORS  
THE KIND THAT GETS RESULTS**

SAVANNAH, GA. \_\_\_\_\_

Jan. 23, 1915.

Mr. Chesley R. Perry, Mgr. and Editor,

THE ROTARIAN,

Chicago, Ill.

Dear Sir:-

I am very much pleased with results from advertisement now running in "THE ROTARIAN" of "CALL'S IDENTIFICATION BUTTON", and can speak in the highest terms of "THE ROTARIAN" as an advertising medium, and would suggest to all Rotarians, who have anything to offer nationally or inter-nationally and want to get RESULTS, to use its space.

Yours truly,  
I. S. Call.

## CONSIDER—

the BUYING POWER of 18,000 leading business and professional men and their families. Supposing that each Rotarian and his family spent only \$10.00 per year for goods advertised in THE ROTARIAN—this alone means an expenditure of \$180,000.00 annually, but—

A large percentage of these men are Executives—heads of large Institutions—spending hundreds of thousands of dollars annually for equipment, material and supplies. Each of these men has made a success in his own business—each knows a good article, buys good stuff and expects good service.

If you could tell each one of these men your business, your address and the merits of your goods what would it be worth to you?

THE ROTARIAN, as your salesman, will secure an audience for you at the homes and inside offices of Rotarians, receive a cordial welcome and get results.

Put in your application *now* for the services of this excellent *salesman*. See our Advertising Representative in your city, or write for particulars to

**THE ROTARIAN,**

910 Michigan Ave., Chicago, U. S. A.



*(WHAT THE CLUBS ARE DOING)**(Continued from page 109)*

although he hasn't attended a meeting since. He has been critically ill, although his condition has improved and it is expected that he will soon be out.

**TERRE HAUTE Rotarians Listen to Speech by Dr. Cook.**

Tuesday, January 19th: One of the most enthusiastic meetings the club has had. At this meeting Rotary was presented to many of the members in a new light through International Vice President Robt. H. Cornell who pictured the wonderful possibilities of International Rotary and the true meaning of service. He stated that the Rotary club might be termed "The Other Man's Club" as every member was in Rotary to help a fellowman. "Bob" is an old Terre Haute boy and he certainly enjoyed his short stay with the Rotarians of this city.

Friday, January 22nd: Dr. Cook, the Arctic explorer who gave a most interesting talk on "The Commercial Possibilities of the Arctic Region," together with a comparison of his report on reaching the pole and that of Peary later.

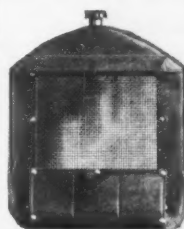
Tuesday night, January 26th: The ladies were invited. W. G. Archer of Evansville delivered a wonderful speech on the philosophy of Rotary called "When Dreams Come True." Many articles were raffled to the ladies and souvenirs were distributed by Rotarians until each of the fair sex really needed a basket to carry home her gifts.

Noon meeting on February 2nd: An after-dinner speech delivered by Ex-Congressman James E. Watson.

**TOPEKA Rotarians Busy Boosting Farms for Unfortunates.**

The Topeka Rotary Club has the first real accomplishment to its credit. The club went to work last fall to get an enabling act that would permit cities to establish municipal farms for the criminals of the county, a place where the men and women could be made to do productive work. The plan also contemplated the abolition of city and county jails except as temporary detention establishments. The club gathered all the facts and figures about jails in the state and the working of municipal farms in other states, got a fine collection of pictures and diagrams and went before the legislature. Every Rotarian took it upon himself to see at least one member of the legislature and explain the plan. As a result there were only three votes against the bill in the house of representatives and before this is printed it is certain the bill will have passed the senate. It has been reported favorably by a senate committee and is ready for final action. Governor Arthur Capper, Rotarian, will sign the measure as soon as it comes to him.

The Topeka Club has now undertaken another plan. The state has recently built a sanitarium at Norton for tubercular patients. The treatment is free. But the state did not make any provision for the amusement and entertainment of the patients. So the Topeka Rotary Club has undertaken to raise a library for the sanitarium. Several hundred books have already been contributed and not all the members have been heard from.

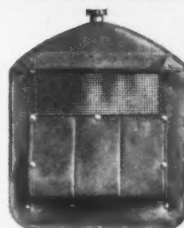
*(Continued on page 112)***The ALLEN Radiator Cover**

will keep your radiator from freezing in the severest weather. Quickly adjustable for varying temperatures and easily attached to the radiator. Made to order of Fabric Leather, fully lined with first quality Robe Plush at \$6.00. Standard "Allen" quality work throughout.

**At All Dealers:**  
or write the manufacturer direct

We also manufacture the Famous Allen Tire Case, the perfect protection for spare shoes, and the Allen Tyrometer, the handy, accurate Tire Pressure Gauge.

**The Allen Auto Specialty Company**  
1926 Broadway  
New York  
1627 Michigan Ave.  
Chicago

**SAVE 20%**

on

**ENVELOPES**

Printed or Blank

From **FACTORY** Direct  
to you.

**BERKOWITZ  
ENVELOPE  
COMPANY**

Kansas City, Mo.

Samples and Prices on Request

## Let This Baler Save You Money

10 Days  
**FREE TRIAL**

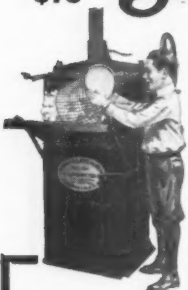
—Eliminates Fire Risk—Keeps your Store Clean—Saves Room—Saves Time.

Waste paper is worth 30c to \$1.00 a hundred and there's always a ready market. Why waste room and take chances of a ruinous fire by having heaps of waste lying around when for the small sum of \$25 you can get the

\$25  
\$35  
\$45  
\$75

**Schick**  
ALL STEEL  
FIREPROOF

Used in  
Uncle  
Sam's  
Postoffices



### Paper Baler

A fire-proof vault for waste-paper. Deposit waste each day, compress by a turn of the wheel—when bale is complete remove and sell. Quickly pays for itself. The Schick is strongest, most compact, easiest to operate—any boy can use it.

### Order One Today

Try it 10 days **FREE**—at our risk. We'll take it off your hands if you're willing to let it go. Ask us for Catalog "E," full details and information about how and where to sell waste at best prices. Write today.

**THE DAVENPORT MFG. CO., Davenport, Iowa**

## How About Personal Efficiency?

Are you getting as much health, wealth and happiness out of each day as your efforts and latent abilities warrant?

### Most of Us Are Not

more than 10 per cent efficient. It is safe to say *all could* at least double their efficiency—if they really determined to.

### Sheldon Increases Profits

for men in all walks of life. In twelve years over 70,000 have studied his system and more than 2,500 firms have used the Sheldon Course to increase the efficiency of their executives and employees.

### The Sheldon Book Is Free

to all true Rotarians who believe that "He profits most who serves best." Just a simple request brings it. Write now—while you think of it—to

## The Sheldon School

470 Gunther Building  
CHICAGO MOTHER CITY  
OF ROTARY



## (WHAT THE CLUBS ARE DOING)

(Continued from page 111)

### TORONTO Rotarians Provide Cocoa and Biscuits for Sufferers.

The Toronto Rotary Club has organized a Hospitality Committee, which, the members feel, is a broader and more suitable title than Charity Committee. Through this Committee and the funds raised to carry it along, this Club has made arrangements with four local settlement houses to distribute cocoa and biscuits to all those desiring them throughout the winter months. The Club felt that this would be of greater general benefit than a Christmas Basket and do more real good. They have also made arrangements with one mission here to look after any cases of needy sufferers that may be referred to them.

The Hamilton and Toronto Clubs celebrated the tenth anniversary of Rotary together in Toronto in February.

The California Golden Rotary Wheel paid its visit January 29th, and was the object of a great deal of attention. As the chorus girl would say "that is sure some invitation."

### VICTORIA Has Big Get-Together Meeting.

On December 3rd, the club held its annual banquet and election of officers. Nearly all the old board was re-elected for a second term, including the president, Frank Higgins.

For some weeks the club has been busy on plans for the Get-Together Meeting of Northwest Rotary Clubs which was held in Victoria on February 20th. Eight Clubs in the Pacific Coast and Western Canada Divisions participated in this event which was inaugurated at Tacoma last year. It differed from most meetings of its kind in its international character, which does much to increase the interest taken in it.

"Sunshine" is the name of a weekly paper which the club is now publishing. If any clubs who are not receiving it would like to be put on the mailing list, the club secretary will gladly do so on being notified.

### WASHINGTON Rotarians to Have Ninety Days' Boosting Campaign.

At a meeting of the Washington Rotary Club, the discussion turned upon the trade conditions in this city and it was the general opinion of the members that business is better now than it has been for some time past and especially better than some are pessimistically inclined to represent. As a result of this talk it was decided that the Rotary club constitute itself an organization of "boosters" for Washington. Comprehensive plans have been made for a ninety-day campaign to correct the impression that may have gone abroad that Washington is suffering from depression, inactivity and loss of trade. Special arrangements are to be made to receive visitors to Washington and to show them the city, to point out the evidences of local prosperity, to spread the good word that Washington is in sound financial condition and that its prospects are bright, and especially to emphasize upon all incomers the fact that this is the nation's city, in which all Americans should be directly and proudly interested.

The Washington Star Writes:

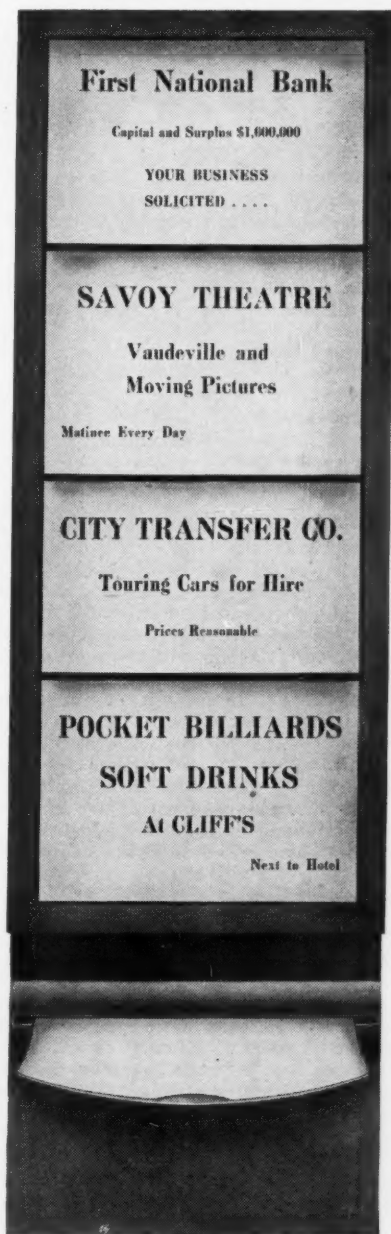
(Continued on page 114)

# Rotarians Everywhere

Should Furnish

## Sanitary Drinking Cup Service

To their Patrons, Employees  
and Themselves



Size  
14 inches high  
4½ inches wide  
6 inches deep

☐ Press the button and Presto! you have a nice clean cup! My National Drinking Cup Machine is just out. Handsomely finished in oxidized and polished copper.

☐ Holds 500 Cups—Easy to Operate and Nothing to get out of fix.

☐ The Front (under glass) can be used for Rotary Emblem, Safety First and special information concerning your business.

☐ Another way to use this is to place your ad on the front and place in the most conspicuous place in town. The more machines you use the more advertising you get and the more people you please and serve.

☐ Four can club in on one machine (for advertising) and bring the cost to practically nothing.

☐ Price, \$7.50 each, including 2,000 cups for each machine. F. O. B. Nashville.

☐ Rotary Emblem placed on cups in large quantities.

*I'll trust any Rotarian anywhere  
I'm one myself*

## Clifton H. Green

First National Bank Building  
NASHVILLE, TENN.

## Early Rotarian History

Noah, our common progenitor, was the pioneer Rotarian.

He "took time by the forelock," gathered his family about him and got busy.

When the floods came he gave the merry laugh to the near-sighted sinners, publicans and democrats.

After many days, when the dove of initiative had returned with the olive branch of results, he docked the good ship Ark on Mount Ararat and promptly pulled off a monthly luncheon to consider ways and means. *The world was his.*

Moral: Any man thoroughly inoculated with the true spirit of Rotary is bound to make his mark.

It is the very great privilege of Rotarian, Eberhard Faber, New York, to supply the "punch."

Make your mark with an Eberhard Faber lead pencil. Ask your local Rotarian Stationer to show you his line of Eberhard Faber lead pencils, penholders, rubber erasers and rubber bands.

**EBERHARD FABER NEW YORK**  
*Oldest Lead Pencil Factory in America.*

## Famous Acousticon

You must not confuse the Acousticon with any other instrument. The Acousticon is the instrument which you regulate instantly to clearly

### Hear Every Sound

near or distant—loud or low, indoors or outdoors, under every conceivable condition. The Acousticon receives the sound by our exclusive indirect principle, and transmits it to your hearing in its original tone. Not a word blurred—not a single sound is harsh. The Acousticon covers

### 48 Degrees of Deafness

Unless "stone deaf" the Acousticon enables you to hear every sound—perfectly. Not a theory—not new or untried—but a world-known success for many years.

### NO DEPOSIT

Ten Days Free Trial  
Write for special limited offer—no money down—not even a promise to buy. Let us prove the Acousticon is the instrument you must use.

**EASY TERMS** Learn how to secure an Acousticon on easy monthly payments before special offer expires.

**WRITE** now for greatest free book of facts for the deaf—testimonials from ministers, judges and hundreds of others everywhere.

**General Acoustic Co.,**  
1321 (Rotarian) 220 W. 42nd St. New York City  
468 Yonge Street, Toronto, Canada



on  
free  
trial

for  
the

# DEAF

Now Direct By Mail

## (WHAT THE CLUBS ARE DOING)

(Continued from page 112)

"This is a most praiseworthy effort and should receive the co-operation of all Washingtonians. The Rotary Club is proceeding upon sound lines. Its members report that when they go elsewhere they are met in the spirit of enthusiasm for the city they are then visiting. Fellow "Rotarians" greet them with invitations to migrate from Washington and point out opportunities for their profit and benefit. The same spirit manifested here cannot fail to benefit Washington materially."

### WINNIPEG Rotarians Are Active.

The Club has chosen A. B. Calder, of Alex. Calder & Son, railway and steamship ticket agents, for president for 1915. It goes without contradiction that the Club has made an excellent choice, as Mr. Calder, who has been in the railway passenger service all his life, was promoted from the office of "Official Story-Teller."

For the second meeting of the year, the weather man favored the Club with the coldest day of the winter, being 37 below zero. But Winnipeg Rotarians are loyal: a 75 per cent attendance. The speaker of the evening being Mr. S. R. Tarr, Editor of the *Canadian Finance*, the financial paper published in Winnipeg—"where east meets west." The *Canadian Finance* is looked upon by financial men as conservative and accurate. Mr. Tarr is neither an optimist nor a pessimist and consequently he gave some very good facts regarding the future. Western Canada, under the present strain, is standing up well; her recovery will come from within instead of from capital borrowed in England. Western Canada will begin to stand on her own feet from now on.

Two amendments to the constitution were made: one reducing entrance fee to \$10 and the other reducing dues to \$12 per annum. Members are taking part in the bowling and curling tournaments as Rotary teams. Rotarians in Winnipeg are active. They have arranged with Civic authorities for the entertainment of Rotarian delegations who pass through Winnipeg during the coming summer. When they leave Winnipeg, they will know that it is the Chicago of the Canadian West.

### AKRON Discusses Philosophy of Rotary.

"The Philosophy of Rotary" was discussed at a recent meeting of Akron Rotarians. Three members presented papers. "Rotary should increase the efficiency of each member by exchange of business ideals, ideas and methods. The profits of Rotary are not so much in dollars as in enrichment of mind and soul," said S. F. Ziliox. Carl Dietz discussed as a branch of the general subject the proposition that "The greatest asset of any man for both his personal happiness and business success is his select acquaintances, associates and friends." V. S. Stevens spoke from the general text "Let us keep our heads in the clear sky for a vision of the better things of life, but let us keep our feet on the ground so as to be in touch with the things of every day and of the world about us." In another excellent Akron meeting Dr. S. Morgenroth, physician member, gave a valuable talk on preventive medicine. He urged

(Continued on page 116)



As pure as the  
rubber tree  
can make  
them



It's the best  
Band in the land

"Pure Rubber" means much, but what means  
more is our 44 years experience putting pure rubber into

## GOODRICH Pure Rubber Bands

They have the elastic strength that only best rubber can give.  
Their wide use by business men testifies to their serviceability.  
Have Goodrich bands on *your* desk! Don't buy just "rubber  
bands." Buy *Goodrich Rubber Bands*.

**The B. F. Goodrich Company**

Factories: Akron, Ohio

Rotarian—H. A. Bauman, Sundries Sales Manager



## "Cold" Facts

BY THE

"Rainy Day" Shopper

'Did some shopping yester-  
day—got wet feet—took  
cold—felt bad all evening.  
This morning John got  
me some



## LUDEN'S Menthol Candy Cough Drops

"Give Quick Relief"

and now I'm quite myself again."

Luden's give quick relief from coughs, colds—and throat irritations.  
Their benefit to the voice makes Luden's popular among people  
of all professions.

"Luden's Have A Hundred Uses"



Sold everywhere—  
stores, shops, stands—  
in the yellow box at **5¢**

WM. H. LUDEN, Mfg. Confectioner, Reading, Pa.

## It Is Worth \$1.50

And That's the Price While the  
Supply Lasts



It was by accident that I stumbled on this handy little desk watch, but now I would be lost without its bright face looking up into mine day by day. It was another accident which led me to get the Ingersoll people to print our emblem on the dial of a half gross which I offered to other Rotarians at \$1.50, postpaid, which means practically at invoice plus cost of handling. They went like hot cakes and we ordered and sold some more. Now the Executive committee say: "Perry, get out of the merchandising business." All right, I'm going. So are the clocks. Anybody wanting a desk clock, get it now. We have only a few left on hand and we will order no more. C. R. P.

\$1.50 Postpaid

I. A. of R. C.

910 Michigan Ave., Chicago

## POSITION WANTED In Editorial and Art Service

as editor or assistant editor and artist of class magazine or house organ—desk editor, cartoonist or editorial writer on newspaper—copy man or illustrator with advertising agency or printing concern selling ad and art service—by present editorial assistant on THE ROTARIAN. Seven years experience with newspapers, publications, and advertisers.

Executive ability and initiative.  
Efficient and conscientious.

Address **B. B., c-o THE ROTARIAN, 910 S. Michigan Avenue, Chicago, Ill.**

### (WHAT THE CLUBS ARE DOING)

(Continued from page 114)

moderation in all things, simplicity of life and habits, fresh air and exercise as chief factors in any determination to "live 100 years."

#### BIRMINGHAM Has President Wilson as Honorary Member.

Of course all Rotarians are nice men, even if all nice men aren't Rotarians, which leads up to what we have to say that President Woodrow Wilson is an honorary member of the Birmingham Rotary Club.

Attendance at luncheon meetings during the past month has been exceptionally good. The club has a membership of 141 and the average attendance has been 112.

The club is at work on a bit of important civic work. It'll tell you about that next month.

#### CINCINNATI Holds Big Get-Together Meeting.

"I was born on the Atlantic Ocean, lived on the Pacific Ocean, lived in the Rocky Mountains, and traveled down South. I thought I knew what real hospitality was, but I found that I only was kidding myself and I had to go to Cincinnati to find out just what real Rotary fellowship meant. You certainly have some bunch."

This was the comment of E. R. Kelsey, secretary of the Toledo Rotary Club, on the big "Get-Together" meeting for Central division clubs under the auspices of the Cincinnati Club January 21st. The largest banquet ever served at the Business Men's Club marked the occasion, the diners numbering 619, of which 275 were from out-of-town, representing Clubs in Indianapolis, Columbus, Cleveland, Louisville, Ft. Wayne, Terre Haute, Paducah, Toledo, Dayton, Piqua, Springfield, and Evansville.

The Cincinnati Rotary Club is taking a special interest in the First Regiment, O. N. G., headquarters in Cincinnati, in which the club is represented by W. H. Parker; Col. R. L. Hubler, and Lieut.-Col. William Cooper Procter, were guests of the club February 4th. February 5th was Rotary night at the armory where there was a guard mount and regimental parade in honor of the club. President Galbreath has pledged the support of club members in enlistments from the membership.

The club had a big program outlined in February including the trip to Chicago to attend Central Division meeting.

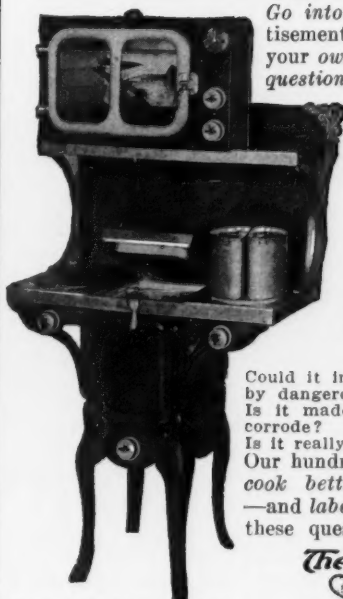
#### MILWAUKEE Has Ladies' Night and Lecture on Milk Values.

One hundred Milwaukee Rotarians and their wives and friends took an indoor trip through dairyland Wednesday night February 3rd. The expedition was in charge of Dean H. L. Russell, college of agriculture, University of Wisconsin, who explained to his auditors the "use and abuse of nature's best food" in an illustrated talk on milk.

Prof. Russell prefaced his lecture, which followed the club's monthly dinner, by illustrating the food value and economy of milk when compared to that of other eatables, proving, among other things, that a quart of milk is the full equivalent of nine eggs. Prof. Russell frankly

(Continued on page 118)

# Anticipate Your Need



Rust resisting metal,  
enameled dark blue.

Go into the kitchen, take this advertisement with you.—Stand in front of your own stove, and ask yourself these questions.

Does this stove cost me more labor, time, and money to use than it should?

Does it waste heat instead of concentrating heat to the food? Does it waste food and nutriment by evaporation?

Does it need to be watched every minute in order to cook? Does it burn the food unless carefully watched?

Will food dry up if guests are delayed?

Will it "burn in" the grease on my pans?

Will it damage my home by an accidental explosion?

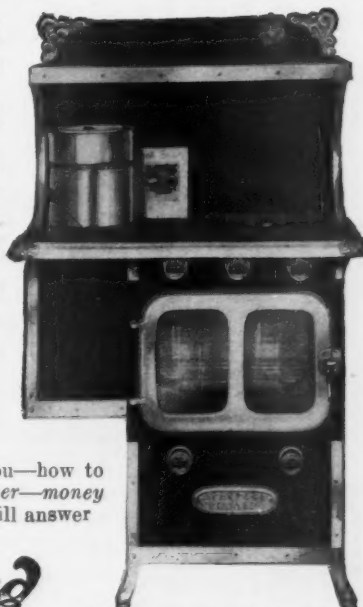
Could it injure the members of my home by dangerous flames?

Is it made of materials which rust and corrode?

Is it really a healthful, sanitary stove?

Our hundred page book Free—telling you—how to cook better—how to save time—temper—money—and labor—and make a kitchen ideal will answer these questions. Write

*The Standard Electric Stove Co.*  
TOLEDO, OHIO, U. S. A.



All the interior is lined with heavy sheet aluminum.

## HOTEL SECOR

ROTARIAN  
TOLEDO, OHIO

### FIRE PROOF

300 Rooms

200 Baths

56 Large Sample  
Rooms

Cuisine

Unsurpassed

Rates \$1.50 a  
day and up



HOTEL SECOR TOLEDO

Also  
HOTEL  
WALLICK  
New York

400 Rooms  
300 Baths

HOTEL  
DESHLER  
Columbus, O.

To be operated  
by same  
Management

WALLICK BROS., Props.

## Artesian Irrigated Lands at Dry Land Prices \$10 to \$100 An Acre

**ANDERSON, OWEN &  
HENDERSON**

615 Trust and Savings Bldg.  
Los Angeles, Cal.



Lands for Early Figs,  
Peaches, Apricots,  
Almonds, Cantaloupes, Alfalfa (7  
crops), Cotton and  
every product of the  
Sub-Tropic South-  
west.

## BRUSHES

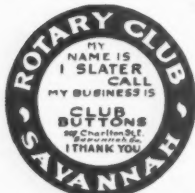
All kinds, sizes, prices.

There is nothing in the brush line that we don't make. Come and see us or write us if in the market for one or a million brushes.

**GEETS, LUMBARD & CO.**

221 W. Randolph St., Chicago.

Quality - ROTARIANS - Service



C. W. DAWSON, architect, President Rotary Club of Muskogee, Okla., writes: "As to size and workmanship Call's identification button leaves nothing to be desired."

Send your orders to Rotarian I. S. Call, 207 Charlton, E., Savannah, Ga.

## Hotel Winecoff

Atlanta, Georgia

Atlanta's newest and most complete hotel. European plan, 200 rooms, 200 baths. \$1.50, \$2, \$2.50 and \$3 per day.  
J. F. LETTON HOTEL CO.

## THE CROWN HOTEL

PROVIDENCE, R. I.

FAIRNESS The Home of Simplicity, Refinement and Comfort for the Traveler GOOD COURTESY SERVICE

FRED MANSFIELD, Prop., Rotarian  
WM. H. WADE, Manager

### (WHAT THE CLUBS ARE DOING)

(Continued from page 116)

expressed his surprise that Milwaukee should be able to procure the excellent milk supply she has at the current price of 6 cents a quart, while other cities are called upon to pay from 2 to 3 cents more.

#### MUSKOGEE the Camping Ground of the Western Division.

HURRAH FOR WICHITA! This is the sentiment of the Muskogee delegation, and there were ten of them who attended the First Annual Conference of the Western Division which met in Wichita, Kansas, on Jan. 12-13.

In the words of the negro preacher "Dis was some big meetin'," and one long to be remembered. As one of the boys expressed it, "If every member of our club could have been present and heard the proceedings of this meeting we would have had a 100% better club."

As an added pleasure to those in attendance, and as a great honor to the Muskogee Rotary Club, one of the members, Rotarian D. H. Linebaugh, U. S. District Attorney for Eastern Oklahoma, was the winner of the loving cup, offered by Vice President Cornell, for the best letter on the subject, "Why Are We in Rotary?"

Wichita did herself proud in the magnificent hospitality extended to her visitors during the Conference. She has set a precedent that will be hard for the next city that may entertain this gathering to follow. But in view of this, Muskogee will welcome the chance to have the Conference next year.

The Muskogee Rotary Club joined hands with the Commercial Club and both are working night and day to get ready for the meeting of the Southern Commercial Congress, to which Muskogee will be host on April 26-30. The clubs have the assurance that President Wilson will be present and address the congress on the opening day and they are preparing for the greatest gathering ever assembled in Oklahoma or perhaps the entire South. State Commissioner of Labor Ashton gave an able address on the work of the Department of Labor and outlined a very comprehensive plan for future betterment of this important department of the Oklahoma state government.

At another recent meeting a very interesting address was given by Hon. Gabe E. Parker, who was until recently, Register of the United States Treasury. He spoke about his work with the Treasury Department.

Muskogee is planning to send a CAR FULL of good live Rotarians to the San Francisco convention.

#### ST. JOSEPH Celebrated Ladies' Night.

The last meeting held January 28th, was Ladies' Night, and was in the nature of a banquet. There was a large attendance and very few men were present without a companion. The music of the evening was given by leading musicians of the city, and the address of Mr. Ewing Herbert, editor of *The Stock Yards Journal* of Saint Joseph and entertaining and worth while.

He applied the workings of the Golden Rule to the Rotary club, and said that his observation of the workings of the Golden Rule in business as

(Continued on page 120.)



# St. Louis to the Front

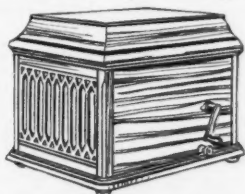


## FIELD-LIPPMAN PIANO and PLAYER PIANOS

The universal favorites of discriminating music lovers.

A Player Piano is the last word in an ideal home—but be sure that it is a Field Lippman, one with the sweet and marvelous tones.

It will pay you to investigate the wonderful qualities of the Field Lippman Pianos and Player Pianos before purchasing.



No home is complete without a Talking Machine.

Think of the enjoyable evenings that can be spent at home listening to the world's greatest artists.

We carry a complete line of all well known makes, Victrola, Edison Diamond Disc and Columbia Grafonola.

Send for illustrated Booklets and other interesting literature explaining all.

Shipment on approval, freight allowed, to any part of America.

**FIELD-LIPPMAN**  
**PIANO STORES**  
**ST. LOUIS                      MISSOURI**

## The Okay Portable Garage

Sightly                      Serviceable                      Convenient



Made of galvanized sheet metal. Amply reinforced. Complete with windows and hardware. Built sectionally and easily erected.

For two-passenger car .....\$ 92.50

For five-passenger car .....105.00

For seven-passenger car .....112.00

Write for Circular and Further Detail

O. K. HARRY STEEL CO., St. Louis.

**"H AM IS HAM, Bacon is Bacon, but there's a vast difference, so don't be mistaken, insist on Waldeck's, which can't be surpassed, there are numerous other Brands, but none in their class."**

**WALDECK PACKING CO.**  
**PORK PACKERS**

Specialties, Ham, Bacon and Lard  
Cor. Montrose and LaSalle, Grand 277; Victor 231

## Where Quality Counts

Always specify "GREAT WESTERN" Babbitt and Type Metals, Solder, Ingot Brass and Bronze, etc., and you will make no mistake.

**Great Western Smelting & Refining Co.**  
Broadway & Branch St.                      St. Louis, Mo.

INCORPORATED 1895  
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President                      Sec'y & Treas.

## Schisler-Corneli Seed Co.

Garden, Flower                      **SEED**                      Onion Sets,  
and Grass                      Etc.

812-815 North Fourth Street.                      ST. LOUIS, MO.

## HANDLAN WAREHOUSE CO.

**Storing and Warehousing of  
General Merchandise**

Office 212 N. Third St.                      Main 1938, Central 39  
Warehouse 11th and Gratiot

R. D. TEASDALE, Vice President and Manager

The Chamols with a Guarantee and Pedigree

## Black Horn Sales Company

Oil-Tanned Washable Chamols

SCRANTON, PA.

C. L. Chittenden, 4201 Hartford St., Sidney 2885

"Chitt" says "Black Horn" Brand is thoroughly Rotarian

All right TOM (Long) Phillips, I read your message in the February Rotarian. Send me a letter on stationery lithographed by

## ISLER TOMPSETT LITHO. CO.

**"SPECIALISTS IN GOOD LITHOGRAPHING"**

1602-4-6-8 Locust St.

"Tommy Tompsett."

Saint Louis

Our latch string is still on the outside. Pull it—our Rotary friends, ALSO "HAPPY."

## Rotary Poster Stamps Give Your Letters Distinction—

LITHOGRAPHED

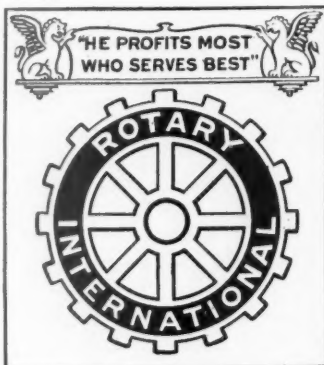
in

Gold,

Orange

and

Blue



PRICES:

1000 . . .	\$3.50	5000 . . .	\$2.85 per M
3000 . . .	3.00 per M	10000 . . .	2.65 per M

LUTZ &amp; SHEINKMAN, Inc.,

LITHOGRAPHERS

222-242 William St. NEW YORK CITY

Mention THE ROTARIAN

## Have You Read "PEP" ?

Of this new book by Colonel Wm. C. Hunter a prominent Rotarian wrote—"I wish I could give a copy to every Rotarian." The *Governor of Missouri* says—"I wish a copy of 'Pep' could fall into the hands of every person in the land; they would be better and happier." The *Governor of Kansas* wrote—"It's a book that is good for the soul, and good for the body and the mind."

Ask your Rotarian book seller or send \$1.00 to the publishers, Reilly & Britton, Chicago.



Via Los Angeles

TO

## California's Expositions

LOS ANGELES LIMITED

Via Northwestern and U. P.

PACIFIC LIMITED

Via C. M. &amp; St. P. and U. P.

THROUGH SALT LAKE CITY

Afford Excellent Service from Chicago in Less Than Three Days.

Ask any Ticket Agent for Information.

### (WHAT THE CLUBS ARE DOING.)

(Continued from page 118.)

intended to be carried out in the club was a beautiful thing to see.

As this was the last meeting of the calendar year, the President also made a very appropriate address.

#### SAN ANTONIO Addressed by Suffrage Speaker.

This club, for the benefit of its members, has organized a Savings Association, into which its members deposit a dollar or more each week. The failure of a member to make his weekly deposit brings him a fine which goes into the earnings of the association, and, along with other earnings, will be divided among its depositors at the end of five years; the rule being that any member who withdraws from this association before that time, will receive what he has paid in, and not share in the profits. The deposits are made at the weekly luncheon hour, and the idea is very popular with the members.

With a personality that was magnetic, and facts that were convincing, Miss Helen Todd of California won the applause of the club with an address on Suffrage. Along with her came, at the club's invitation, the officers and directors of the Equal Franchise Society, and their coming was enjoyed.

With the pride of a mother, the club celebrated Rotary's birthday by having as guests, the Austin and Corpus Christi Rotary Clubs, San Antonio being the mother club of these two organizations.

#### SPOKANE Offers Hospitality to Eastern Rotarians.

The Spokane cog in the International Rotary wheel has been preparing for the summer's activity during the first week of the 1915 year with the expectation of entertaining a large number of the Rotarians from the Eastern clubs during the coming months. San Francisco in 1915 has been the cry so generally in recent months that there are sure to be lots of visitors, and Spokane wants to show its hospitality. Come to or go from the convention via Spokane.

James S. Ramage, first vice-president of the local club has become president of the Spokane Chamber of Commerce and 11 firms out of the 27 represented on the trustees of that organization hold memberships in the Rotary club.

#### SPRINGFIELD Had Red Letter Day When President Mulholland Spoke.

January 14, 1914—The dawn of Rotary in Springfield and the formation of a temporary organization.

January 20, 1914—Organization made permanent with thirteen members. Now has nearly half a hundred live ones.

In about eleven months the Springfield Rotary Club has assumed dignity and influence in both industrial and civic matters.

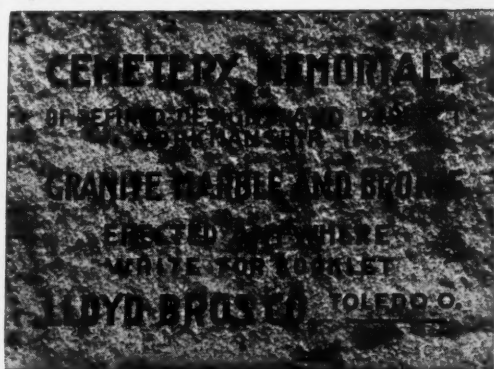
Meetings Monday—Arcade Hotel—Generally a paper by one of the members (always good) or an outside speaker.

"Red letter day in Rotary" was marked by the attendance of International President Frank L. Mulholland on the evening of January 11 at a meeting of the Springfield Rotary Club at the

(Continued on page 123.)

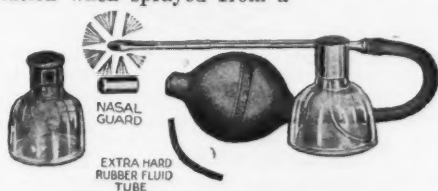


**TOLEDO**  
YOU WILL DO BETTER IN



## Refreshing

to the Nose and Throat is the proper solution when sprayed from a



### DeVilbiss Atomizer

It also relieves irritation, removes dust and infectious particles.

The DeVilbiss Mfg. Co., Toledo, O.



## CHAMPION

### Spark Plugs Give Service

"Champion O" for 1914 Overlands, \$1.00, all dealers.  
"Champion Long" for 1910-11-12 and '13 Overlands, \$1.00, all dealers.  
"Champion X" for Fords, 75c.  
75% of American cars, including Ford, Overland, Studebaker, Maxwell, and Metz, are factory-equipped with Champions. Like Rotarians, Champions are the "best on earth."

**The Champion**  
**Spark Plug Company**  
Toledo, Ohio.

## Are Your Form Letters Pulling

Let Stalker Look Them Over,  
and Add a Little Selling Punch

The Stalker Adv. Co., Toledo, O.



THIS IS C. M. COON

K. C. Rotarians Call Him Claude

HE SELLS—

## CHERRYALLEN

(Allen's Red Tame Cherry)

By the carload in the Western Territory and is Western Sales Agent for the Allen Red Tame Cherry Company.

Cherryallen is the finest, healthiest drink in the world. 5c at all fountains.

Cherryallen syrup is also used by druggists everywhere for

Sodas, Sundaes  
Phosphates  
and Mixtures

A TIP TO ENTERTAINMENT  
COMMITTEES

"Cherryallen" makes the finest kind of punch for social gatherings. Here's a simple, but delicious recipe. One gallon of "Cherryallen" syrup, one gallon sugar syrup, eight gallons of water, juice of a half dozen oranges, and juice of a dozen or more lemons, according to taste; then ice. The crowd will stay close to the punch bowl.

Get Cherryallen from any wholesale druggist or confectioner. You can get it in any Rotary City.

The Allen Red Tame Cherry Co., Toledo, O.

C. M. COON, Western Sales Agt., Room C, American Bank Building, Kansas City



## Reynolds Asphalt Shingles

Fire Resisting and approved by the National Board of Underwriters  
ENDORSED BY LEADING ARCHITECTS

GUARANTEED FOR 10 YEARS—WILL  
LAST MANY YEARS LONGER

Natural Colors of Garnet, Red, Gray and Green, Which Never Fade

We are the ORIGINAL MAKERS of Flexible Asphalt Shingles and tested our product for ten years before putting it on the market. Let us send you a booklet.

BEWARE OF IMITATIONS.

**H. M. Reynolds Asphalt Shingle Co.**

(Member Grand Rapids Rotary Club)

697 West Grant Street, GRAND RAPIDS, MICH.

Established 1868

Distributing Agencies at All Principal Points.



## WOLVERINE Brass Works

Manufacturers of

*High Grade Plumbers' Supplies,  
Tools, Bath Room Trimmings,  
Etc.*

**GRAND RAPIDS, MICH.  
U. S. A.**

San Francisco

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Michigan Distributors of  
**H. C. Hansen Type Foundry  
Western Type Foundry**



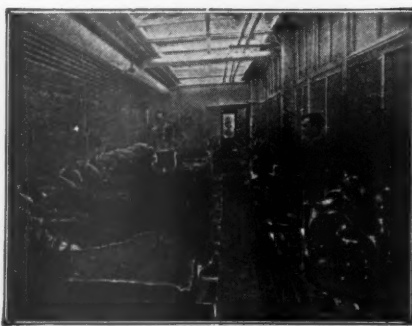
All standard makes printing and binding machinery, Hamilton Steel and Wood Goods.

*Electrotyping by all modern processes*

**GRAND RAPIDS ELECTROTYPE COMPANY**

H. L. ADZIT, Rotarian

GRAND RAPIDS, MICH.



## Visiting Rotarians

While in Chicago be sure to visit

**THE KERCHER BATHS**

**S. E. Corner Congress and Wabash Ave.**

Just ask for **GEORGE** and say "Rotary"—  
that's all.

**BEST BATHS IN CHICAGO**

**ESTABLISHED 40 YEARS**

(**GEO. KERCHER**, Member of Chicago Rotary Club)

# CONGRESS BICYCLE

GOLD EDGES THE OFFICIAL RULES OF CLUB INDEXES

## PLAYING CARDS CARD GAMES PLAYING CARDS

Hoyle up-to-date SEND 15¢ IN STAMPS

**For Social Play**

Congress Cards are to the card party what fine china and linen are to the luncheon.

**Air-Cushion Finish Club Indexes**

**For General Play**

Bicycle Cards offer every quality the general player wants. Recommended by experts and clubs.

**Ivory or Air-Cushion Finish**

50¢

**THE U. S. PLAYING CARD CO. CINCINNATI, U. S. A.**

25¢



**(WHAT THE CLUBS ARE DOING.)***(Continued from page 120.)*

Arcade hotel. President Mulholland gave a talk on "Service" and when he had finished there was not a member present who was not a bigger, broader and better man.

**ATLANTA Considers Inauguration of Free Moving Picture Shows.**

The Atlanta Rotary Club which has taken the lead since its organization in several important pieces of hospital, charitable and civic improvement work, has now gone actively into a fight for increased and better high school facilities in Atlanta.

The growth of Atlanta's population has been so rapid that school facilities have not properly kept pace with it and the high schools particularly are cramped. In order to arouse public interest to high school needs the Rotary club had a special high school meeting at its regular luncheon January 19th. The speeches were made by three high school boys who appeared before the club and prominent invited guests and told in their own way of high school needs. As a result, the club endorsed the movement for better school facilities and has begun active work to obtain them.

Another proposition that the club has under consideration is the opening of a free motion picture show in the city's municipal auditorium, which seats over 6,000 people. The success of this movement is as yet uncertain.

The club has also begun to raise a special fund for its Christmas charity work this year, and though only one month has passed, already more than \$50 has been raised. Various methods have been used. One has been the donation by individual members of some piece of merchandise which is raffled off at the luncheons at a dime a shot. Another method has been imposing a fine of ten cents each on every member who comes to the club meetings without his identification badge.

**OAKLAND Getting Ready to Receive Rotarians.**

The Oakland Rotary Club is working hard in preparation for its share in the 1915 Convention. Oakland will entertain the visiting Rotarians in convention on Thursday, July 22nd, and there is no question but that Oakland will meet this date in a truly Rotarian manner. Committees are hard at work, and the most minute details essential to the comfort of the visitors and the thoroughness of the preparation will not be overlooked. There will be something doing every minute for Rotarians and Rotariennes. Oakland's new million dollar auditorium is fast nearing completion and in the course of a month will be ready to entertain the International Association Rotary Clubs and the thousands of visitors who will come to Oakland for various other conventions this year.

When Chesley R. Perry was here in connection with the preparations for the Convention the Oakland Rotarians and their friends turned out two hundred and fifty strong to welcome him—which all goes to show the enthusiasm and the interest which the Convention is finding in Oakland.

**OTTAWA Entertains Joliet Rotary Club.**

On January nineteen Ottawaians had as guests the Joliet Club and the enthusiasm came with the

*(Continued on page 125.)***Did You**

ever try

**KONDON'S**

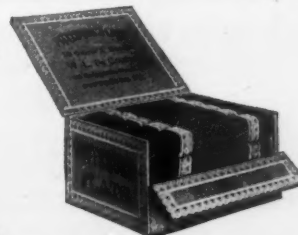
Original and Genuine

**Catarrhal Jelly?**

For cold in head, hay fever, hacking cough, sneezing, dry nose catarrh, bronchitis, grip, deafness and inflammations of the skin and tissue.

**KONDON'S**

is a household remedy and has been doing good for nearly twenty-five years. About 35,000 druggists sell K. C. J. Prices 25 and 50 cents per tube, guaranteed to please or money back. If you are skeptical and wish to try KONDON'S before making a purchase, write quick for a free trial sample and booklet. Don't take a substitute.

**Kondon Mfg. Co., Minneapolis, Minn.**Tom  
Phillips

climbing his fountain pen  
after another

**"PITTSBURGH STOGIE"**

100 in box \$2.00—50 in box \$1.00  
Charges Paid

If you would prefer a clear  
Havana filler

**Panetela (5c) Cigar***"Kick in with an order"*

50 in box (Banded) \$2.00  
Charges Paid

Address:

**W. L. DeCoursey (Rotarian)**  
705 Columbia Bank Building  
PITTSBURGH, PA.

Made by

**Duquesne Cigar Co. (Rotarian)**  
Factory No. 1, 23rd District, Pa.  
PITTSBURGH, PA.

## Reynolds Asphalt Shingles

Fire Resisting and approved by the National Board of Underwriters  
ENDORSED BY LEADING ARCHITECTS

GUARANTEED FOR 10 YEARS—WILL  
LAST MANY YEARS LONGER

Natural Colors of Garnet, Red, Gray and Green, Which Never Fade

We are the ORIGINAL MAKERS of Flexible Asphalt Shingles and tested our product for ten years before putting it on the market. Let us send you a booklet.

BEWARE OF IMITATIONS.

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687 West Grant Street, GRAND RAPIDS, MICH.

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Manufacturers of

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Tools, Bath Room Trimmings,  
Etc.*

**GRAND RAPIDS, MICH.  
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San Francisco

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Michigan Distributors of  
**H. C. Hansen Type Foundry**  
**Western Type Foundry**



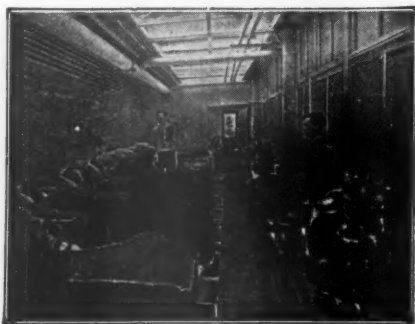
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that's all.

**BEST BATHS IN CHICAGO**      **ESTABLISHED 40 YEARS**

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GOLD EDGES      THE OFFICIAL RULES OF      CLUB INDEXES

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Hoyle up-to-date      SEND 15¢ IN STAMPS

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**THE U. S. PLAYING CARD CO. CINCINNATI, U. S. A.**

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**(WHAT THE CLUBS ARE DOING.)***(Continued from page 120.)*

Arcade hotel. President Mulholland gave a talk on "Service" and when he had finished there was not a member present who was not a bigger, broader and better man.

**ATLANTA Considers Inauguration of Free Moving Picture Shows.**

The Atlanta Rotary Club which has taken the lead since its organization in several important pieces of hospital, charitable and civic improvement work, has now gone actively into a fight for increased and better high school facilities in Atlanta.

The growth of Atlanta's population has been so rapid that school facilities have not properly kept pace with it and the high schools particularly are cramped. In order to arouse public interest to high school needs the Rotary club had a special high school meeting at its regular luncheon January 19th. The speeches were made by three high school boys who appeared before the club and prominent invited guests and told in their own way of high school needs. As a result, the club endorsed the movement for better school facilities and has begun active work to obtain them.

Another proposition that the club has under consideration is the opening of a free motion picture show in the city's municipal auditorium, which seats over 6,000 people. The success of this movement is as yet uncertain.

The club has also begun to raise a special fund for its Christmas charity work this year, and though only one month has passed, already more than \$50 has been raised. Various methods have been used. One has been the donation by individual members of some piece of merchandise which is raffled off at the luncheons at a dime a shot. Another method has been imposing a fine of ten cents each on every member who comes to the club meetings without his identification badge.

**OAKLAND Getting Ready to Receive Rotarians.**

The Oakland Rotary Club is working hard in preparation for its share in the 1915 Convention. Oakland will entertain the visiting Rotarians in convention on Thursday, July 22nd, and there is no question but that Oakland will meet this date in a truly Rotarian manner. Committees are hard at work, and the most minute details essential to the comfort of the visitors and the thoroughness of the preparation will not be overlooked. There will be something doing every minute for Rotarians and Rotariennes. Oakland's new million dollar auditorium is fast nearing completion and in the course of a month will be ready to entertain the International Association Rotary Clubs and the thousands of visitors who will come to Oakland for various other conventions this year.

When Chesley R. Perry was here in connection with the preparations for the Convention the Oakland Rotarians and their friends turned out two hundred and fifty strong to welcome him—which all goes to show the enthusiasm and the interest which the Convention is finding in Oakland.

**OTTAWA Entertains Joliet Rotary Club.**

On January nineteen Ottawaians had as guests the Joliet Club and the enthusiasm came with the

*(Continued on page 125.)***Did You**

ever try

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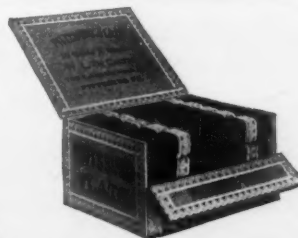
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**We'd Like to Have Every  
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COMFORT and RELIEF**

Nothing equals the

**SIMPLEX COMFORT HEATING PAD**

Just the degree of heat  
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Just as long as you want  
it.

Just where you want it.  
Attaches to any lamp sock-  
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Switch gives absolute con-  
trol of heat. Cannot cool  
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Adjusts itself to any part  
of body.



**Simplex Electric Heating Company**  
85 Sidney St. CAMBRIDGE, MASS.  
Members Boston Rotary Club.



**(WHAT THE CLUBS ARE DOING.)***(Continued from page 123.)*

attendance. About 150 Rotarians sat down to a dinner and 150 voices joined in song service between courses.

In this small space justice cannot be done to the speakers and so we quote an old time Rotarian from another city who said "It was about the best Rotary gathering I ever attended."

Prof. Hieronimus of Illinois University spoke after the evening dinner on January 5th. His talk on "Community Welfare" is right in line with the work of a live Rotary Club.

The "Golden Wheel of California" reached the club on January 12th which was not a regular meeting date. The club was guest of three of the members for noon luncheon in order to examine the wheel and to hear an explanation of its mission, etc.

**CHICAGO Has Bunch of Fellows  
Signed Up to Go to San Francisco.**

Associate Editor Will R. Neff writes as follows: "Going to San Francisco in July? A goodly bunch of our fellows have already signed up to go and many more are thinking seriously about it. It'll be one fine big 'Trek.'"

"Let's see, what have we done the past month that'll interest you. One of our local judges spoke to us on the subject of making the election of judges non-partisan. That was good stuff, and we're for it.

"We had a very delightful Ladies' Night—a musical. Rotarian Bradley of the Bush Temple of Music furnished the talent. Filiatrault of Duluth was there.

"Quite a number of visitors blew into our headquarters during the Auto Show.

"Rotarian K. M. Turner of the General Acoustic Co., of New York, gave a very interesting demonstration of the Turner Interconversing System, at one of our luncheons—a system designed to conserve the time and energy of executives.

"Meet us in San Francisco."

**PIQUA Hustling as Usual.**

The acceptance of the Piqua Club into International Rotary was celebrated by a visit to the get-together meeting at Cincinnati. At the big meeting the newest Rotary club gave a good account of itself in the number attending and by the part it took in the entertainment. The Piqua Rotarians were dressed as Allies and directed by a comically dressed Kaiser sang a humorous illustrated song advertising prominent Piqua products and closed with Tipperary, which brought out a storm of applause for the Dayton version of the popular song. At the January dinner seven commercial organization representatives from the largest Ohio cities, here to form a state organization, were entertained. The activities of the club have already been felt in the city and within a short time the biggest public undertaking in the history of the city will be launched by the club. Over 80 per cent of the membership attended the Chicago meeting.

Few clubs have been able to secure such representative men for charter members in an organization about which so little was known as was true here when President W. K. Leonard suggested a

*(Continued on page 126.)*

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—all put up in a dainty package, all yours free—that you may see how they soften, whiten, cleanse and clear up the skin—how they preserve a naturally perfect complexion. Yours free—with the Marinello Beauty Book.

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**FRED M. DICKHAUT, President**  
(Member Chicago Rotary Club).

## (WHAT THE CLUBS ARE DOING.)

(Continued from page 125.)

Rotary club. With attendance to date of nearly 95 per cent at luncheons and with spirit running high the Piqua Rotary Club will prove the wisdom of extending the organization's influences to smaller cities.

### CALGARY Declares No Harsh Treatment of Allens.

The Calgarian Rotarians have been interesting themselves in civic and community welfare matters with good results.

They are looking forward to having an opportunity of entertaining those going to and returning from the Rotary Convention by way of Canada.

Canadians feel very much the injustice of some articles that have appeared in several well known American papers regarding war conditions in Canada. The Calgary Rotary Club would state that there is no conscription of any kind in Canada—every soldier from Canada going as a volunteer without compulsion or coercion of any sort; that no Germans, Austrians or Turks in Canada have received harsh treatment—but on the contrary are given every freedom so long as they act in no way to cause suspicion on part of the authorities—with perhaps the exception that they are required to report to the proper authorities if so required.

### EDINBURGH Bestows Good Cheer in a Wholesale Manner.

Tremendous interest in the Rotary Club on the part of the people of Leith was aroused by the Christmas entertainment given by the club to some 1,700 Leith children, sons and daughters of British soldiers. On the two previous days similar entertainments were given in Edinburgh and altogether about 6,200 children were entertained on the three occasions. The Edinburgh Rotary Club is now a popular body. The club still has a balance on hand and proposes to buy clothing and comforts for children under five years of age.

### NASHVILLE Newspaper has Special Anniversary Edition.

The Tennessean and American, the Nashville morning paper, which has the largest circulation of any morning paper in the city, published a special Anniversary edition for Rotary and Rotarians on February 28th. This special issue was profusely illustrated with the faces of Rotarians of distinction from all parts of the country. Copies of this special issue may be secured on request addressed to Secretary Fall.

The Nashville anniversary celebration was made a ladies' evening at the Y. M. C. A. Building and was a very successful affair. Rotarian W. O. Tirrill is the new Y. M. C. A. President.

### NEWARK Members Listen to Some Weird Music.

A unique entertainment was provided at the February 9 meeting at S. Achtel-Stetter's restaurant when Harry L. Marker gave an illustrated lecture—"Around the World in Search of Strange Music." The title was well justified as Mr. Marker has been with the Columbia Phonograph Company for 12 years, much of the time traveling

**(WHAT THE CLUBS ARE DOING.)**

around the world making records of foreign dialects and music. He made many photographs of strange and interesting places. These were shown on the screen. Following the lecture, several records were played. Some weird and awful sounds emanated from the phonograph, but were records of the musical taste of the Chinese, Japanese and Hawaiian Islanders.

Mr. Arthur Greason, Cashier of the National State Bank in Newark, was a schoolmate of Mr. Marker's back in 1895, and it was through his efforts that Mr. Marker's services were secured.

If any Rotary Club member reading this article, would like to suggest that Mr. Marker's services be secured for his Club, the Newark Rotary Club would give Mr. Marker's address with pleasure.

**OMAHA Rotarians Preparing for San Francisco.**

Very keen interest is being manifested in our plans for a large and enthusiastic delegation to the 1915 Rotary convention.

Omaha's new million dollar Fountenelle Hotel is the pride of the city and the Omaha Rotary Club has the honor of being the organization to dedicate the banquet hall of this hotel.

**PROVIDENCE Does Charitable and Rotary Extension Work.**

One hundred and twenty-eight dollars was raised by voluntary subscription in five days to be used for buying rubbers for poor children in Providence.

Having had as their guests at dinner Mayor Gainer of Providence, Mayor Kay of Fall River and Mayor Hathaway of New Bedford, the Providence Rotarians are now going to see that Rotary Clubs are established in the two latter cities.

The Providence correspondent considers that each member of the club is a better Rotarian as a result of International Vice-President Berlet's visit to their club.

**ST. LOUIS Club Will Issue Monthly Roster.**

The "Pepper Box" is the name of the new roster of St. Louis Rotarians, which is to be issued monthly, of a size that just fits into the pocket, 4½ by 7 inches. The members have greeted it as something that fills a long felt want.

Thursday night, February 15th, was held their first Office Business Appliance Show. The greater portion of the big dining room in the Planters Hotel was devoted to exhibitors, of which there were about 25. There was a good crowd and every exhibitor was highly pleased with the results.

March 4th, our next night meeting, we decided to hold a Manufacturer's Exhibit and, already there is great enthusiasm among the members. It is believed these shows are going to be very profitable and certainly they do a great deal towards helping members to get acquainted with the other fellow's business.

**ST. JOHN Guards Golden Wheel with Husky Soldiers.**

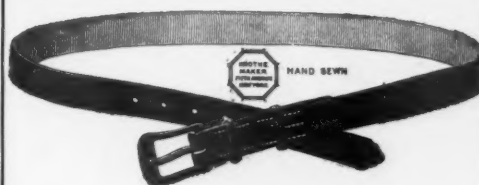
The famous Rotary wheel finally reached St. John after a "hold up" by the watch dogs of the Canadian Customs department at Hamilton (Ont.) and although a week overdue, was given a cordial

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### (WHAT THE CLUBS ARE DOING.)

reception by the local Rotarians. It was given a position of honor at the club's luncheon at Bond's on Monday, February 1st, from whence it was escorted by the Rotarians, headed by four husky members of the Second Canadian Contingent, to the store of Rotarian Rising, in King street, where it made an imposing display in their tastefully gotten up window.

Both local morning and one of the evening papers reproduced a cut of the cogs of gold and *The Telegraph* and *The Times* printed its history.

About twenty-five local Rotarians enlisted to make a return attack on Halifax on February 23d, and that the boys will have a good time goes without saying—as Halifax is noted for its hospitality—and, no doubt the Halifaxians feel they have a score to settle with the St. John boys for the handling they received when "in our midst," one bleak November day of the year just gone.

### What "Optimist" Hodges Thinks of Ladies' Night Banquet at Reading.

Each person present at the first Ladies' Night of the Reading Rotary Club was given two gems. One was a handsome menu book and program, most artistically conceived and printed, and the other was a speech by Leigh Mitchell Hodges, the "Optimist" of the *Philadelphia North America*. Part of what Mr. Hodges thought was printed later as follows:

The other evening the Reading Rotarians gave a banquet to which they invited the fair members of their families.

Nearly three hundred strong—and fair—they sat down to a Lucullan feast in the scrumptuous new hotel Reading has been waiting so long to get. That hotel would do credit to any city. As a matter of fact, Philadelphia has only one which is in the same class, so far as taste in interior decorating is concerned.

They sat down to a bounteous Berks county repast, the menu for which was printed in a beautiful book several shades handsomer than any menu the writer ever saw at any feast. And they sang songs, accompanied by sweet-toned bells concealed in various parts of the banquet hall and listened to assorted speeches—home-grown and imported—and then, when the talking was ended, they danced.

I do not know what the Reading ladies thought of this Rotarian development before the banquet, but they're so strong for it now that I hear the women in town whose husbands don't belong are making much fuss about the matter.

However that may be, it was "SOME feast," as the Reverend Billy would say.